



Ways and Means Committee

5:00 p.m., Tuesday, April 19, 2022

1207 Palm Boulevard

City Hall Council Chambers

Public Comment:

All citizens who wish to speak during the meeting must email their first and last name, address and topic to Nicole DeNeane, City Clerk, at nicoled@iop.net no later than **3:00 p.m. the day before the meeting**. Citizens may also provide written public comment here: <https://www.iop.net/public-comment-form>

Agenda

- 1. Call to order** and acknowledgment that the press and the public have been duly notified of the meeting in accordance with the Freedom of Information Act.
- 2. Approval of previous meeting's minutes**
Regular Meeting - March 15, 2022
Special Meeting Budget Workshop – March 16, 2022
- 3. Citizens' Comments** – All comments have a time limit of three (3) minutes.
- 4. Financial Statements – Finance Director Debbie Suggs**
Financial Reports, Project Worksheets & Financial Legal Analysis
- 5. Capital Projects Update**
 - a. Marina Restaurant Renovation
 - b. Marina Docks Rehabilitation
 - c. Phase III Drainage
 - d. Comprehensive Drainage Island-wide Masterplan
 - e. Overhead to Underground Conversion
- 6. Old Business**
- 7. New Business**
 - a. Discussion and consideration of Draft #2 of proposed FY23 Budget
 - i. Consideration of recommendation from Public Works Committee to include \$100,000 for the potential relocation of the City's compactor located in the small Municipal Parking Lot [\[Strategic Plan Priority 3, Goal e.\]](#)
 - ii. Consideration of recommendation from Real Property Committee to

- include Option C for the redevelopment of the new public dock and “T” dock at the marina [\[Strategic Plan Priority 5, Goal a.\]](#)
- iii. Consideration of recommendation from Public Safety Committee to include the following Capital Outlay requests:
- a. Exhaust System (both stations) - \$200,000 [\[Strategic Plan Priority 6, Goal a.\]](#)
 - b. Refurbishment of Gym equipment in both stations - \$75,000 (shared between PD & FD) [\[Strategic Plan Priority 6, Goal a.\]](#)
 - b. Consideration of approval of sole source purchase of Purvis Station Alerting System for Fire Station 1 & 2 in the amount not to exceed \$75,000 [FY22 Budget, Capital Projects Fund, Fire Department, Maintenance & Service Contracts, \$94,305, pg.19, ln. 41] [\[Strategic Plan Priority 6, Goal a.\]](#)
 - c. Discussion of recommendation from Recreation Committee that the City plan a celebration to commemorate the 75th anniversary of the City’s incorporation instead of the 70th anniversary in 2023.
 - d. Discussion and consideration of request for ATAX funding from MUSC Hollings Cancer Center for Lowvelo Bike Ride at IOP on November 5, 2022 [FY22 Budget, State ATAX, General Government, Programs & Sponsorships, \$85,000, pg. 31, ln. 20] [\[Strategic Plan Priority 3, Goal e.\]](#)
 - e. Consideration of recommendation from the Public Works Committee to approve an amount not to exceed \$25,000 for intersection improvements on Ocean Boulevard & JC Long Boulevard to improve flow of traffic [\[Strategic Plan Priority 1, Goal b.\]](#) [FY22 Budget, State ATAX, Front Beach, Capital Outlay, \$70,000, pg.33, ln. 72]
 - f. Consideration of recommendation from the Public Works Committee to approve an amount not to exceed \$12,000 for pavement repairs at Palm Boulevard & 45th Avenue [FY22 Budget, Capital Projects, Public Works, Drainage Contingency, \$100,000, pg. 21, ln. 56] [\[Strategic Plan Priority 5, Goal c.\]](#)
 - g. Consideration of recommendation from the Public Works Committee to approve an amount not to exceed \$76,000 for drainage/flooding mitigation improvements at the end of 25th Avenue [\[Strategic Plan Priority 5, Goal c.\]](#) [FY22 Budget, Capital Projects, Public Works, Drainage Contingency, \$100,000, pg. 21, ln. 56]
 - h. Discussion of proposed 6-month shared parking agreement between marina tenants

8. Miscellaneous Business

Next meeting date: 5:00 p.m., Tuesday, May 17, 2022

9. Executive Session – If needed

10. Adjournment



**Ways & Means Committee Meeting
5:00pm, Tuesday, March 15, 2022
1207 Palm Boulevard, Isle of Palms, SC 29451
and broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>**

MINUTES

1. Call to Order

Present: Council members Anderson, Hahn, Bogosian, Miars, Ward, Streetman, Popson, and Mayor Pounds

Staff Present: Administrator Fragoso, Treasurer Suggs, City Attorney Halversen, various City Department heads

2. Approval of previous meeting's minutes

Council Member Ward made a motion to approve the minutes of the February 15, 2022 meeting, and Council Member Miars seconded the motion. The motion passed unanimously.

4. Citizen's Comments -- none

5. Financial Statements – Treasurer Suggs

Treasurer Suggs said revenues are “flowing well,” and tourism revenues are ahead of pre-Covid levels. 71% of the General Fund revenues have been collected for the year, including \$1.5M in property taxes last month. She expects strong revenues for business and rental license renewals in March and April. Building permits are at 154% of the budget.

She does not anticipate changing the budget forecast and believes the City will beat the budget by approximately \$1.25M.

All major departments are at or below budget in the General Fund. The City has \$30M in cash, \$17M of which is restricted.

Treasurer Suggs reported that all tourism revenues continue to run well ahead of budget.

Construction administration and transformer relocation costs were paid out of the Marina fund. The final application for payment to Gulfstream for the smaller internal drainage projects was received. There were no significant changes to the legal expenses' worksheet. \$128,000 has been budgeted for legal expenses in FY23 in anticipation of a more “normal” year.

5. Capital Projects Report

A. Marina Restaurant Renovation

Administrator Fragoso gave an overview of the work that has been completed at the Marina restaurant. A slide detailing all of the work done there can be seen in the YouTube recording of this meeting linked on the City's website. The restaurant is expected to open in early April. Power has been connected to the building. Pavers have been installed in the sandpit area. The floors in the back dining room are to be installed this week. Kitchen equipment is being installed as it arrives. Conversation with Director Kerr continues about the location of the dumpster and whether or not a compactor will be used.

B. Marina Docks Rehabilitation

Administrator Fragoso gave an overview of the work being done on the Marina Docks Rehabilitation Project. A slide detailing all of the work done there can be seen in the YouTube recording of this meeting linked on the City's website. This project is also expected to be complete at the beginning of April "with the exception of some of the DHEC water certifications and the as-builts." The fuel dock is almost complete. Interior work on the fuel hut continues. Electrical issues with the power and the electrical panel have been resolved.

C. Phase III Drainage

Administrator Fragoso gave an overview of the work being done on the Phase III Drainage Project. A slide detailing all of the work done on this project can be seen in the YouTube recording of this meeting linked on the City's website. Work on 30th and 36th avenues is expected to begin in early April. The golf course portion of the project should be completed by June. Road closures are expected for the work on both outfalls. The dates for the closures have been provided.

The joint wetlands permit from OCRM and the Army Corps of Engineers is still pending for the 41st Avenue outfall project. Thomas & Hutton has requested additional information from DHEC on when that permit is expected. Discussions about the design of section between Waterway and the end of 41st Avenue for parking spaces will be part of budget discussions.

D. Master Drainage Plan

Administrator Fragoso said work on the Master Drainage Plan is going well and is on schedule to be completed by the end of the year. Staff meets regularly with Davis & Floyd. The inventory of the current conditions and the 2D and 3D modeling is underway. They are beginning to identify potential projects that will be part of the capital drainage plan. There is some money in the FY23 budget to begin work on some of those projects.

E. Overhead to Underground Conversion

Administrator Fragoso reported that the bore profiles have been received. A Dominion Energy manager to review the packet so they can release the cost estimates to be sure the City has estimated the right amount in the budget for the 50% they are responsible to pay. Dominion

Energy will be submitting the report to SCDOT to request the encroachment permit. The contractor has provided a plan for lane closure, and they are working on a traffic control plan that will need to be approved before it goes to SCDOT for the encroachment permit. This project is anticipated for fall of FY23.

6. Old Business

A. Consideration of FY22 budget of proposed expenditures by the Charleston Visitor's Bureau

Mayor Pounds said this item will be considered after Executive Session at the end of the meeting.

B. Consideration of approval of an amount not to exceed \$15,000 to hire an expert to develop a report that identifies potential violations and safety issues with the modifications to the IOP Connector [Strategic Plan Priority 1, Goal b]

Mayor Pounds reported there was a kickoff meeting on March 4 about the study of the IOP Connector. The meeting was attended by SCDOT staff and their consultant, City staff and Jennifer Bihl, the City's consultant, and the Mayor. Discussion centered around the first scope of the study and "some low-hanging fruit to help with the season traffic this year." A follow-up meeting in Columbia with the City's lobbyist and SCDOT is planned for March 29th "to continue the conversations around that as well as other strategic items. He feels "decent progress" has been made in the last 30 days.

MOTION: Council Member Hahn made a motion to approve, and Council Member Miars seconded the motion.

Council Member Hahn urged the Committee to approve this expense. He feels the views of an independent expert are necessary in dealing with SCDOT. Council Member Anderson believes SCDOT is "showing good faith in that they've acknowledged the fact that they want to revisit the way the Isle of Palms Connector was striped and is open to changes." Adding that the City has hired a consultant to review what is happening and provide guidance, she suggested postponing further consideration of this motion until "we're satisfied with what we have now."

Mayor Pounds reported that additional meetings are taking place with Mt. Pleasant, Sullivan's Island, and Charleston County Parks regarding planning for summer traffic. Results for the first scope of the study with SCDOT are not expected until after the summer season.

Council Member Bogosian said that while going through another summer season in the same situation, he believes SCDOT is likely aware of the violations they have made, but they are committed to making changes. He said the timing of such a letter could be detrimental to the progress being made by the current discussions.

Council Member Hahn said, "From my perspective, they have not dealt with us in good faith. Everybody knows that they came down here and did this basically, they had admitted that they did not do a study. They just did it, and we need in our toolbox an expert to tell us the violations, whatever they may be." Council Member Miars agreed that such a letter could provide the City

with knowledge they need in their discussions with SCDOT. She believes such a letter could guide future decisions.

Mayor Pounds said he did not feel the expense for this letter will bring what SCDOT will provide in the fall.

Council Member Anderson said that while she agrees that SCDOT did not behave well at the beginning of the process, they are cooperating with the City now. The City's consultant has been hired to tell the City what their needs are in this situation. Phase 1 of the study is already underway and SCDOT has already agreed to conduct a study of the entire corridor so traffic can be moved on and off the island better. "The reason why we are worried about emergency access is because of traffic congestion. So if we can improve traffic congestion, then the others will fall into place. It is not going to eliminate traffic congestion, but it will make it better." She does not want to put on hold the work that is being done and is planned to be done.

Council Member Hahn said there are "safety issues on the Connector" and he believes the City should openly speak about these issues without worrying someone will be offended.

Mayor Pounds said he is not in favor of this expense at this time. He said, "We heard from our own Public Safety personnel that it has not affected our response times at all, and we've hired a consultant to sit around the table with us. SCDOT has hired an independent consultant to sit around the table with us. I think we are making significant progress personally."

VOTE: A vote was taken as follows:

Ayes: Hahn, Miars

Nays: Anderson, Bogosian, Popson, Streetman, Ward, Pounds

The motion passed 7-2.

7. New Business

A. Discussion and consideration proposed option for redevelopment of the new public dock and the intracoastal dock at the Marina

Kirby Marshall of ATM presented an assessment of the condition of the public and T-docks at the Marina and detailed ways in which to adapt those structures to meet their intended use. Three options for each dock were presented: repair, replace, and middle ground.

For the public dock, the repair option would cost approximately \$500,000; the replace option approximately \$1.7M, and the middle ground option \$700,000.

For the T-docks, the repair option would cost approximately \$1.3M; the replace option approximately \$1.7M, and the middle ground option \$1.4M.

Committee members briefly discussed the how the improvements to the T-docks could potentially generate more revenue for the Marina Manager, which "trickles down" to the City. Administrator Fragoso added that under the terms of the lease, the City is responsible to repair the dock but not improve it.

Council Member Ward reminded the Committee that there is a fund for repairs at the Marina set aside in the budget based on insured value. He also shared that residents defeated a referendum in 2018 that would have authorized spending several million dollars to repair the marina docks. He suggested leaving the docks as they are and seeing how much use they get out of them before expending any money.

Mayor Pounds said that monies for the repair option on both docks are included in the first draft of the budget. Council Member Streetman said that the docks need to be made ADA compliant at the very least.

Council Member Miars said, "I think it is interesting that we are not open all of a sudden, talking about not spending any more money. We just spent the lion's share of the money at the Marina has already been spent and done, and now we're suddenly talking about something for the public, the people of this City, and now we don't want to spend any money. I think that's a shame. So I would certainly hope that we would put something into that public dock."

Mr. Marshall also reviewed the current permit status for each dock and the required permitting for each option for each dock.

B. Discussion of celebration of 70th Anniversary of the City's incorporation

Council Member Streetman said this idea was inspired by an email from former Mayor Carroll who asked City Council to recognize the 50th Anniversary of the Windjammer.

Mayor Pounds said he thinks that celebrating the 75th Anniversary would be more monumental. He also pointed out that this celebration is slated for January, which could be too short of a time for proper planning.

The Committee decided the issue should be further discussed by the Recreation Committee.

C. FY23 Budget Workshop – 1:00pm, Wednesday, March 16, 2022, Recreation Center

8. Miscellaneous Business

The next regular meeting of the Ways & Means Committee will be Tuesday, April 19, 2022 at 5pm.

9. Executive Session

MOTION: Council Member Anderson made a motion in accordance with §30-4-70(a)(2) of SC Code to move into Executive Session to receive legal advice regarding the review of the FY22 budget of the Charleston Visitor's Bureau. Council Member Hahn seconded the motion. The motion passed unanimously.

The Ways & Means Committee moved into Executive Session at 6:26pm.

The Ways & Means Committee returned from Executive at 7:05pm. Mayor Pounds said no decisions were made.

MOTION: Council Member Streetman made a motion to approve the FY22 Charleston Visitor's Bureau FY22 budget. Council Member Ward seconded the motion. A vote was taken as follows:

Ayes: Anderson, Miars, Popson, Streetman, Ward, Pounds

Nays: Bogosian, Hahn

The motion passed 7-2.

10. Adjournment

Council Member Ward made a motion to adjourn and Council Member Streetman seconded the motion. The meeting was adjourned at 7:06pm.

Respectfully submitted,

Nicole DeNeane
City Clerk



**Special Ways & Means Committee Meeting
Budget Workshop #1
1:00pm, Wednesday, March 16, 2022
Recreation Center
24 28th Avenue, Isle of Palms, SC 29451**

MINUTES

1. Call to Order

Present: Council members Anderson, Bogosian, Hahn, Miars, Popson, Streetman, Ward, and Mayor Pounds

Staff Present: Administrator Fragoso, Director Kerr, Treasurer Suggs, various City Department heads and staff

2. Purpose – Discussion of the FY23 Budget

Council Member Pounds reviewed the goals for the discussion of the FY23 Budget: review on budget assumptions, discuss key budget initiatives and projects, a review revenue forecast and proposed expenditures, and any additions of new projects or initiatives.

Budget assumptions for FY23 include: 90% of the revenue from the previous 12 months, 95% staffing capacity in the Police Department, a 2.5% merit and or step increase, \$4.50/gallon fuel charge, overlapping costs for positions of Finance Director and Public Works Foreman, a transfer of \$1.2M from tourism funds into the General Fund, and a projected transfer of \$961,000 from the General Fund into the Capital Projects Fund.

Key budget initiatives included the outfalls at 30th and 36th avenues, the Master Drainage plan and smaller drainage projects as identified by that plan, improvements at the Public Dock and T-docks, development of the greenspace at the Public Dock, beach access path improvements, undergrounding utility lines at 21st Avenue, the refurbishment of the basketball court and creation of the pickleball court, a second set of bunker gear for the firefighters, employee wage adjustments, and contracted professional services.

FY23 projects a \$2.7M bump in revenues. Committee members discussed whether or not such a large assumption was prudent in light of inflation and gasoline prices. Forecasts from ExploreCharleston and local rental agencies indicate strong rental numbers for the year, but staff will track trends throughout the budget process in case there are changes. Mayor Pounds said that the City's cash balances are strong and discretionary spending can be easily changed if need be.

The debt service for the Recreation Center will roll off in 2023. The next debt service to roll off will be for Fire Station 2 in 2026.

Committee members briefly discussed the need and desire to bury more of the electrical wires. While the City and the Committee would like to see this done more aggressively, staffing at Dominion Energy and the City's desire to have these projects done in the off season limits undergrounding to one project per year.

Council Member Bogosian suggested the addition of a code enforcement officer (not a sworn position). He said that Chief Cornett believed such a position could be filled before the sworn positions and would be very helpful in managing the code enforcement and livability calls coming in. Administrator Fragoso said previous data does not support this addition, but it could be the information is not being tracked properly. Director Kerr added that Chief Cornett said this position could start out as a seasonal position.

Mayor Pounds reviewed some predicted changes coming in the second draft of the budget including an 18% increase in health insurance premiums, the re-budgeting of the purchase of police and fire vehicles from FY22, an increase in the amount paid for beach access signage, the addition of \$10,000 for text-to-park transaction fees, and a \$151,054 correction to the Tourism Promotion Expense in the State ATAX Fund. Council Member Pounds asked for the cost of a boat lift for Public Safety boats to be added to the budget. Mayor Pounds would like to add the cost of a forensic audit for island businesses to be in FY23.

Committee members held a lengthy discussion about the options for improvements at the Public and T-docks as presented at last night's Ways & Means Committee Meeting. The costs of the "middle ground" option on both docks will be included in the next draft of the budget.

The second draft of the FY23 budget will be discussed at the April Ways & Means Committee meeting. The first reading of the budget is slated for the April City Council meeting followed by a Public Hearing and Second Reading at the May City Council meeting.

3. Adjournment

Council Member Ward made a motion to adjourn and Council Member Streetman seconded the motion. The meeting was adjourned at 2:38pm.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
Financial Statement Summary as of March 31, 2022
(Dollars in Thousands)

REVENUES							TRANSFERS IN / (OUT)						EXPENDITURES						YTD Actual Net Rev & Exp
YTD Actual	Annual Budget	Remaining to Collect	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget		YTD Actual	Annual Budget	Remaining to Transfer	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget	YTD Actual	Annual Budget	Remaining to Spend	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget	
General	\$ 9,606	\$11,799	\$ 2,193	81%	\$ 13,051	\$ 1,252	\$ 13	\$ 667	\$ (654)	2%	\$ (585)	\$ (1,252)	\$ 8,776	\$ 12,466	\$ 3,690	70%	\$ 12,466	\$ -	843
Capital Projects	1,977	1,291	(686)	153%	1,969	678	-	394	(394)	0%	1,646	1,252	954	4,456	3,502	21%	1,312	(3,144)	1,023
Muni Accom Tax	1,414	1,526	112	93%	2,145	619	-	(433)	433	0%	(433)	-	713	1,265	552	56%	1,027	(238)	701
Hospitality Tax	619	836	217	74%	1,001	165	-	(244)	244	0%	(244)	-	582	562	(20)	104%	562	-	37
State Accom Tax	1,768	2,146	378	82%	2,797	651	(13)	(834)	821	2%	(834)	-	960	1,506	546	64%	1,681	175	795
Beach Prserv Fee	1,023	1,275	252	80%	1,560	285	-	-	-	-	-	-	75	385	310	19%	385	-	948
Marina	250	360	110	69%	316	(44)	-	450	(450)	0%	450	-	479	689	210	70%	689	-	(229)
Disaster Recovery	43	10	(33)	430%	3	(7)	-	-	-	-	-	-	-	10	10	0%	10	-	43
All Other	188	171	(17)	110%	189	18	-	-	-	-	-	-	169	167	(3)	102%	187	20	19
Total All Funds	\$ 16,888	\$19,414	\$ 2,526	87%	\$ 23,031	\$ 3,617	\$ -	\$ -	\$ -		\$ -	\$ -	\$12,708	\$ 21,506	\$ 8,797	59%	\$ 18,319	\$ (3,187)	\$ 4,180

General Fund YTD Revenues							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast Above/ (Below) Budget
Prop Tax	\$ 4,644	\$ 4,806	97%	\$ 4,522	103%	\$ 4,900	\$ 94
LO Sales Tax	608	895	68%	507	120%	1,040	145
Business Lic	1,182	1,421	83%	1,147	103%	1,575	154
Rental Lic	757	940	81%	894	85%	1,000	60
Other Lic (Insurance/Utilities)	133	1,496	9%	136	98%	1,591	95
Build Pmts	801	450	178%	458	175%	750	300
From State	165	253	65%	127	130%	307	54
Parking	780	1,019	77%	666	117%	1,330	311
All Other	536	519	103%	498	108%	558	39
Total	\$ 9,606	\$ 11,799	81%	\$ 8,955	107%	\$ 13,051	\$ 1,252

General Fund YTD Expenditures (YTD target = 75%)							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast (Above)/ Below Budget
Mayor/Council	\$ 109	\$ 134	81%	\$ 100	109%	\$ 134	\$ -
General Govt	1,564	2,145	73%	1,506	104%	2,145	-
Police	2,007	3,022	66%	1,923	104%	3,022	-
Fire	2,719	3,745	73%	2,505	109%	3,745	-
Public Works	1,063	1,502	71%	1,031	103%	1,502	-
Build & Lic	303	456	66%	301	101%	456	-
Recreation	759	1,090	70%	680	112%	1,090	-
Judicial	211	270	78%	189	112%	270	-
BSOs	41	102	40%	51	80%	102	-
Total	\$ 8,776	\$ 12,466	70%	\$ 8,286	106%	\$ 12,466	\$ -

City of Isle of Palms Supplemental Financial Information as of March 31, 2022 (*Dollars in Thousands*)

Cash Balances		
	3/31/2022	3/31/2021
General Fund	4,524	5,249
As a % of GF Exp (target is > 30%)	36%	46%
Capital Projects	9,905	6,185
Disaster Recovery	2,869	2,735
Marina	802	3,630
Tourism Funds	5,789	4,062
Beach Preservation	5,704	4,135
Other Restricted	174	155
Total All Cash	29,767	26,151
Deposits at LGIP (.3327%)	28,940	97%
Deposits at TRUIST	827	3%
RESTRICTED CASH	11,667	39%

Fund Balances					
Fund	6/30/2021 Audited Fund Balance (Note 1)	FY22 YTD Actual Net Revenues & Transfers Less Expenses	Current Fund Balance	6/30/22 Budgeted Fund Balance	6/30/22 Forecast Fund Balance
General Fund	\$ 3,892	\$ 843	4,735	\$ 3,892	\$ 3,892
Capital Projects	8,933	1,023	9,956	6,162	11,236
Muni Accom Tax	1,595	701	2,296	1,423	2,280
Hospitality Tax	875	37	912	905	1,070
State Accom Tax	1,798	795	2,593	1,604	2,080
Beach Funds	4,756	948	5,704	5,646	5,931
Marina (See Note 1)	2,369	(1,708)	661	2,490	2,446
Disaster Recovery	2,826	43	2,869	2,826	2,819
All Other	155	19	174	159	157
Total All Funds	\$ 27,199	\$ 2,701	\$ 29,900	\$ 25,107	\$ 31,911

Note 1: The comparable amount for the Marina Enterprise Fund is not Fund Balance, but Unrestricted Net Position. To be consistent with the presentation of the other funds, the FY22 Net Revenue & Expense for the Marina includes spending on the dock project while the Fund Balance amounts do not include net fixed assets. Unrestricted net position is approx equal to net current assets for the Marina.

March 2022 Notes:

- YTD General Fund Revenues are consistent with prior YTD levels with the exception of Rental License Revenues, which continue to reflect a 1-time shortened reporting period for 2021 rental license renewals. The 2022 business and rental license renewal period has a deadline of April 30, 2022. Expect a big revenue month in April for business and rental licenses.
- YTD local option sales tax and building permit revenues are 20% and 75% above March 2021, respectively, highlighting robust economic and building activity on the island. The current forecast for General Fund predicts total additional revenues of \$1,252,000.
- YTD General Fund operating expenses are running 6% ahead of the prior year but well within budget targets. There is currently no forecasted change in total General Fund budgeted expenditures.
- The current forecast reflects the expected cross over to FY23 of certain capital projects. These include construction of drainage phase 3 (\$2,362,000), delay/change in FEMA private residence project (\$720,000), undergrounding of electric lines at the Marina (\$125,000), a portion of the comprehensive drainage plan (\$125,000) and the renovation construction of public dock space at the Marina (\$150,000).
- The City has \$29 million in cash deposits. Approximately \$3.8 million of this total represents unspent bond proceeds, \$1 million is unspent federal ARP funding and \$11.7 million is restricted for tourism related expenditures or beach preservation.

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Municipal Accommodations Fee (1% of Accommodation Sales)							
	FY16	FY17	FY18	FY19	FY20	FY21	FY22
JUL	162,862	161,068	139,501	199,724	195,287	172,336	256,308
AUG	191,759	218,620	235,007	209,600	213,067	169,596	378,001
SEPT	150,212	136,141	157,274	152,535	152,561	186,938	248,118
OCT	90,691	77,500	75,353	79,534	75,506	129,033	124,372
NOV	61,918	57,777	64,256	63,444	65,882	66,090	102,229
DEC	33,233	36,937	32,877	40,182	34,301	71,683	70,478
JAN	25,309	28,217	28,859	25,836	32,335	34,025	75,503
FEB	20,313	15,332	18,317	13,666	18,596	26,709	25,613
MAR	16,918	20,485	21,562	19,983	9,690	31,080	39,938
APR	51,082	51,166	53,213	53,685	26,422	68,055	
MAY	70,954	92,529	88,875	90,800	7,181	125,288	
JUNE	94,270	95,768	94,112	97,999	55,311	153,337	
Deduct last July	(162,862)	(161,068)	(139,501)	(199,724)	(195,287)	(172,336)	(256,308)
Add next July	161,068	139,501	199,724	195,287	172,336	256,308	
Total Fiscal Year	967,728	969,974	1,069,429	1,042,551	863,187	1,318,141	1,064,253
Incr from FY15		Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
-4%		0%	10%	-3%	-17%	53%	49%

% Change fr FY20 66%

% Change fr FY19 64%

Heads in
Beds in

JUN
JUL
AUG
SEPT
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY

JUN

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

State Accommodations Tax (Tourism-Related Only)				(Approx 2% of Accommodation Sales)			
	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Sept Qtr	518,796	520,784	518,028	546,269	580,306	553,971	861,205
Dec Qtr	179,446	178,830	202,803	203,067	181,550	252,012	347,299
Mar Qtr	66,294	61,586	71,773	103,097	88,638	132,256	
June Qtr	364,938	407,460	413,234	445,779	242,893	650,839	
Total Fiscal Yr	1,129,474	1,168,660	1,205,838	1,298,212	1,093,387	1,589,078	1,208,503
	1.7%	3.5%	3.2%	7.7%	-15.8%	45.3%	49.9%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
					% Change fr FY20	45%	59%
					% Change fr FY19	22%	61%

Heads in
Beds in

Jun-Aug
Sept-Nov
Dec-Feb
Mar-May

Chas County ATax Pass-Through				(20% of County's 2% on IOP Accommodation Sales)			
	FY16	FY17**	FY18	FY19	FY20	FY21	FY22
Sept Qtr	276,704	520,000	327,750	381,000	370,500	-	301,714
Dec Qtr							99,602
Mar Qtr							
June Qtr	208,390	-	109,250	127,000	-	508,000	-
Total Fiscal Yr	485,093	520,000	437,000	508,000	370,500	508,000	401,315
	1%	7%	-16%	16%	-27%	37%	-21%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Hospitality Tax								(2% of Prepared Food & Beverage Sales)		Food/Bev Sold in
	FY16	FY17	FY18	FY19	FY20	FY21	FY22			
JUL	83,038	85,051	89,309	104,681	88,238	66,947	137,933	JUN		
AUG	87,110	93,123	98,883	101,031	106,673		59,353	135,765	JUL	
SEPT	70,725	77,619	81,373	78,014	78,129		49,484	103,523	AUG	
OCT	66,113	68,348	56,439	69,394	76,033		37,348	84,355	SEPT	
NOV	40,576	46,488	70,905	65,210	66,929		27,609	93,150	OCT	
DEC	61,052	40,557	41,260	38,440	56,591		46,700	59,882	NOV	
JAN	24,864	27,883	19,085	31,905	28,058		57,988	47,194	DEC	
FEB	29,443	27,947	28,826	27,373	27,574		24,135	33,550	JAN	
MAR	27,586	39,785	49,744	40,741	21,853	39,019	60,751	FEB		
APR	50,531	57,961	66,633	66,425	12,956	50,777		MAR		
MAY	71,297	85,246	79,870	85,134	15,429	85,357		APR		
JUNE	79,858	92,137	87,753	100,621	46,102	114,802		MAY		
Deduct last July	(83,038)	(85,051)	(89,309)	(104,681)	(88,238)	(66,947)	(137,933)			
Add next July	85,051	89,309	104,681	88,238	66,947	137,933		JUN		
Total Fiscal Year	694,206	746,402	785,452	792,527	603,275	730,503	618,170			
	Incr fr FY15 1%	Incr fr FY16 8%	Incr fr FY17 5%	Incr fr FY18 1%	Incr fr FY19 -24%	Incr fr FY20 21%	Incr fr FY21 85%			
						% Change fr FY20	37%			
						% Change fr FY19	36%			

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Beach Preservation Fee								(1% of Accommodation Sales)		Heads in Beds in
	FY16	FY17	FY18	FY19	FY20	FY21	FY22			
JUL	162,228	161,068	192,666	199,724	195,287	172,336	256,308	JUN		
AUG	191,610	218,620	181,842	209,600	213,067	169,596	378,001	JUL		
SEPT	149,350	136,141	157,274	152,535	152,561	186,938	248,118	AUG		
OCT	90,398	77,500	75,353	79,534	75,506	129,033	124,372	SEPT		
NOV	61,647	57,777	64,256	63,444	65,882	66,090	102,229	OCT		
DEC	33,233	36,937	32,877	40,182	34,301	71,683	70,478	NOV		
JAN	25,309	28,217	28,859	25,836	32,335	34,025	75,503	DEC		
FEB	20,313	15,332	18,317	13,666	18,596	26,709	25,613	JAN		
MAR	16,918	20,485	21,562	19,983	9,690	31,080	39,938	FEB		
APR	51,082	51,166	53,213	53,685	26,422	68,055		MAR		
MAY	70,954	92,529	88,875	90,800	7,181	125,288		APR		
JUNE	94,270	95,768	94,112	97,999	55,311	153,337		MAY		
Deduct last July	(162,228)	(161,068)	(139,501)	(199,724)	(195,287)	(172,336)	(256,308)			
Add next July	161,068	139,501	199,724	195,287	172,336	256,308		JUN		
Total Fiscal Year	966,152	969,974	1,069,429	1,042,551	863,187	1,318,141	1,064,253			
		Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 53%	Incr from FY21 49%			
						% Change fr FY20 66%	% Change fr FY19 64%			

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Local Option Sales Tax						When Sales Occurred
(a portion of the 1% Charleston County local option sales tax)						
	FY18	FY19	FY20	FY21	FY22	
AUG	83,614	88,713	93,221	87,833	130,373	JUL
SEPT	73,671	72,557	83,456	83,149	99,719	AUG
OCT	61,352	63,829	62,752	71,963	83,230	SEPT
NOV	61,040	61,435	65,514	68,054	85,199	OCT
DEC	49,732	54,748	59,951	67,342	73,716	NOV
JAN	55,282	57,483	64,996	69,592	71,846	DEC
FEB	43,314	48,026	53,263	58,840	64,365	JAN
MAR	47,589	49,240	50,882	60,533		FEB
APR	60,349	65,794	43,070	83,678		MAR
MAY	77,153	85,394	56,012	100,082		APR
JUNE	70,879	78,238	74,078	102,313		MAY
JULY	88,382	92,504	92,789	117,380		JUN
Total Fiscal Year	772,357	817,962	799,984	970,759	608,448	
	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21	
		6%	-2%	13%	20%	
				% Change fr FY20	26%	
				% Change fr FY19	36%	

City of Isle of Palms
Marina Dock Replacement & Bulkhead Recoating
Funded with Accommodations Taxes, Marina Revenues and a \$4.3M GO Bond

Contracts and Change Orders Received:

9/10/2018	
3/25/2019	ATM Bulkhead recoating - develop maint protocol, bidding and construction svcs
8/5/2019	ATM Chg Order #2 -modification to facilitate add'l marina design and bidding services including coastal conditions assessment, dock areas B&C design development, bidding documents, technical specs, bid pkg development & bidding services. (Tasks 6*-9)
7/28/2020	ATM Chg Order #4* DHEC water/wastewater permits, Clean Vessel Act grant app, dock constr admin
5/21/2021	ATM Change Order #6 - electric transformer relocation, watersports dock relocation
7/27/2021	ATM Change Order #7 - additional construction mgt services
9/22/2020	Salmons Dredging Contract (includes \$86k IPE decking and \$804k bulkhead recoating)
10/27/2020	Salmons Change Order #1 - Builders Risk Insurance
11/13/2020	Salmons Change Order #2 - move watersports dock for regulatory compliance
12/11/2020	Salmons Change Order #3 - remove pony float
12/18/2020	Salmons Change Order #4 - eliminate joint sealant requirement
1/7/2121	Salmons Change Order #5 - relocate and install CT cabinet and meter
1/25/2021	Salmons Change Order #6 - relocate transformer
3/2/2021	Salmons Change Order #7 - fuel hut
6/22/2021	Salmons Change Order #8 - disposal of broken pile
6/22/2021	Salmons Change Order #9 - Builders Risk Insurance extension
9/23/2021	Salmons Change Order #10 - repairs to AIWW docks behind restaurant
9/23/2021	Salmons Change Order #11 - modifications to potable water service
1/18/2022	Salmons Change Order #12 - final Fuel Hut design
1/18/2022	Salmons Change Order #13 - extend buildiers risk insurance to 4.1.22
2/4/2022	Salmons Change Order #14 - labor & materials for limited demo & disposal of parts of watersports dock

Project Expenditures:

Invoice Date	Payee	Description of Work
2/1/2019	ATM	Design, engineering & permitting
5/29/2019	ATM	Consulting on bulkhead recoating
7/10/2019	SC DHEC - OCRM	marina dock permit application fee
8/1/2019	ATM	Design, engineering & permitting
9/25/2019	ATM	Design, engineering & permitting
12/1/2019	ATM	Design, engineering & permitting

FY19 Spending on docks (Total FY19 Budget = \$600k)	24,600
FY20 Spending on docks (Total FY20 Budget = \$147k)	107,257
FY21 Spending on docks/recoat (Total FY21 Budget = \$3.2M)	2,411,612
FY22 Forecast for completion of docks/recoat	1,980,000
Contracts issued + City's contingency	(4,521,508)
Budget Funds Remaining	1,961

Plan, Design, Permitting & Bidding	Bulkhead Recoating	Dock Construction incl Fuel Hut	Contingency (incl provision for Builders Risk Insurance)	Total
62,000				62,000
	21,000			21,000
68,000				68,000
66,500				66,500
3,615			(3,615)	-
40,000			(40,000)	-
	804,400	2,832,216	667,392	4,304,008
		50,215	(50,215)	-
		23,634	(23,634)	-
		3,195	(3,195)	-
	(37,000)	-	37,000	-
		3,020	(3,020)	-
		12,288	(12,288)	-
		224,404	(224,404)	-
		17,230	(17,230)	-
		27,000	(27,000)	-
		18,853	(18,853)	-
		4,973	(4,973)	-
		15,194	(15,194)	-
		19,794	(19,794)	-
		15,000	(15,000)	-
240,115	788,400	3,267,017	225,976	4,521,508

10,100		10,100
	14,500	14,500
250		250
14,958		14,958
5,432		5,432
7,934		7,934

Project Expenditures, continued:

Invoice Date	Payee	Description of Work	Plan, Design, Permitting & Bidding	Bulkhead Recoating	Dock Construction incl Fuel Hut	Contingency (incls provision for Builders Risk Insurance)	Total
1/1/2020	ATM	Design, engineering & permitting	25,037				25,037
3/31/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg	39,004				39,004
4/24/2020	Army Corp of Engineers	permit fee	100				100
5/6/2020	ATM	plans, specs & bid documents, Dock B&C design	4,295				4,295
6/30/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg	10,247				10,247
8/7/2020	ATM	bidding services & CVAP grant application	4,722				4,722
9/11/2020	ATM	bidding, permitting and CVAP grant application	6,421				6,421
10/14/2020	Salmons Dredging	Pay App #1 - marine structure, performance bond			250,200		250,200
11/6/2020	ATM	permitting, grant application, construction admin	14,151				14,151
11/17/2020	ATM	Consulting on bulkhead recoating		945			945
11/24/2020	First Tryon	Financial Advisor for bond issue				7,500	7,500
11/24/2020	Pope Flynn/Womble	Bond Attorneys				7,500	7,500
12/14/2020	ATM	CVAP grant application and construction admin	13,524				13,524
12/15/2020	ATM	Consulting on bulkhead recoating		1,649			1,649
12/30/2020	Salmons Dredging	Pay App #2		187,920	69,340		257,260
1/20/2021	ATM	Consulting on bulkhead recoating		1,879			1,879
1/25/2021	ATM	Design, engineering & permitting	20,294				20,294
1/29/2021	Salmons Dredging	Pay App #3		140,521	153,217		293,738
2/18/2021	ATM	Consulting on bulkhead recoating		477			477
2/26/2021	ATM	Design, engineering & permitting	10,416				10,416
2/28/2021	Salmons Dredging	Pay App #4		121,720	220,924		342,643
3/24/2021	ATM	Consulting on bulkhead recoating		808			808
3/31/2021	Salmons Dredging	Pay App #5		197,060	326,655		523,715
4/30/2021	Salmons Dredging	Pay App #6			151,200		151,200
5/21/2021	ATM	Construction Admin	4,115				4,115
5/31/2021	Salmons Dredging	Pay App #7		36,198	364,056		400,254
6/22/2021	ATM	Construction Admin	3,467				3,467
6/30/2021	Salmons Dredging	Pay App #8		7,240	88,111		95,350
7/30/2021	Salmons Dredging	Pay App #9			256,519		256,519
8/20/2021	ATM	Construction Admin	4,898				4,898
9/24/2021	ATM	Construction Admin	7,547				7,547
9/24/2021	ATM	Construction Admin		743			743
9/30/2021	Salmons Dredging	Pay App #10		80,440	249,116		329,556
10/19/2021	ATM	Construction Admin	6,704				6,704
11/30/2021	Salmons Dredging	Pay App #11			303,234		303,234
1/26/2022	ATM	Construction Admin	9,782				9,782
1/31/2022	Salmons Dredging	Pay App #12			257,375		257,375
3/8/2022	ATM	Construction Admin, transformer relocation	11,895				11,895
2/28/2022	Salmons Dredging	Pay App #13			144,731		144,731
	ATM	Additional construction admin + design fees related to Public & T-dock	2,769				2,769
		Total paid	238,060	792,100	2,834,677	15,000	3,879,836
		Remaining on contracts	2,055	(3,700)	432,340	210,976	641,672

City of Isle of Palms

Drainage Phase 3

Funded with Capital Projects & Muni Atax Funds, a \$3.5M GO Bond and NPDES Funds

Contracts and Change Orders Approved :

Thomas & Hutton	11/27/2018	Proj .0000 - Outfall Study - surveying, needs assessment & conceptual design
Thomas & Hutton	correction	Proj .0000 - Change Order #1 for Project Admin & Meetings
Thomas & Hutton		Proj .0002 - preliminary assessment of small but high impact projects in basin
Thomas & Hutton		Proj .0003 - design, eng & permitting for small but high impact projects in basin
Thomas & Hutton		Proj .0004 - design, eng & permitting for outfalls @ 30th Ave & Forest Trail + 41st Ave improves
Thomas & Hutton	6/23/2020	Proj .0005 - conceptual assessment of Waterway Blvd elevation study
Thomas & Hutton	7/28/2020	Proj .0003 CO - bidding & construction admin services for internal drainage projects
Thomas & Hutton		Proj .0004 CO - additional permitting efforts for outfalls
Thomas & Hutton		Proj .0006 - bidding & construction admin for 30th & 36th Ave outfalls
Gulf Stream Construction		Construction Contract, internal drainage projects (incl \$11,239 in Chg Orders)
Quality Enterprises		Construction Contract, Forest Trail & 30th Avenue outfalls

Project Expenditures:

Invoice Date	Invoice #	Payee	Description of Work
FY 2019		Thomas & Hutton Engineering	Engineering & Design Fees, Projects .00 and .02
FY 2020		Thomas & Hutton Engineering	Engineering & Design Fees, .00, .02, .03 & .04
FY 2021		Thomas & Hutton Engineering	Engineering & Design Fees, .03, .04 & .05
FY 2022		Thomas & Hutton Engineering	Engineering & Design Fees, .03, .04 & .06
1/1/21		SCDHEC/OCRM	permit
4/1/21		Gulf Stream Construction	Pay App #1
4/22/21		Gulf Stream Construction	Pay App #2
6/1/21		Gulf Stream Construction	Pay App #3
8/23/21		Gulf Stream Construction	Pay App #4
9/1/21		Gulf Stream Construction	Pay App #5
9/24/21		Gulf Stream Construction	Pay App #6
10/31/21		Gulf Stream Construction	Pay App #7
11/30/21		Gulf Stream Construction	Pay App #8
12/31/21		Gulf Stream Construction	Pay App #9
3/1/22		Gulf Stream Construction	Pay App #10 FINAL
			Total paid
			Remaining on contracts

FY19 Project Spending	95,132
FY20 Project Spending	161,473
FY21 Spending for Small Project Contruction	452,803
FY21 Spending for Outfall Construction	182,855
FY22 Budget for Outfall Construction	2,462,000
FY23 Forecast for Outfall Construction	913,000
Contracts/Change Orders	(3,745,276)
Budget Funds Remaining	521,987

Engineering & Design	Project Admin	Construction	Contingency	Total
100,800				100,800
-	13,000		-	13,000
23,300			-	23,300
62,600				62,600
229,500				229,500
18,900				18,900
30,000				30,000
43,300				43,300
102,200				102,200
		623,771		623,771
		2,270,823	227,082	2,497,905
610,600	13,000	2,894,593	227,082	3,745,276

87,437	5,615	-	-	93,052
154,087	7,386	-	-	161,473
212,479	-	-	-	212,479
84,948	-	-	-	84,948
250				250
		239,853		239,853
		93,969		93,969
		89,107		89,107
		24,216		24,216
		19,158		19,158
		8,550		8,550
		63,352		63,352
		9,562		9,562
		19,477		19,477
		63,027		63,027
539,202	13,000	630,271	-	1,182,473
71,398	-	2,264,323	227,082	2,562,803

CITY OF ISLE OF PALMS
LEGAL EXPENSES - FY21 and YTD FY22

Sorted by Total Spent

Legal Issue	FY21 Expense	FY22 YTD Expense	Total
TWWS	77,515	57,963	135,478
City Prosecutor	58,363	37,205	95,568
General	21,183	27,649	48,832
GO Bonds	40,300		40,300
Parking	22,658		22,658
Marker116 Lease	20,040	1,232	21,272
Illegal Tree Removal	12,515	6,319	18,833
Employment Matters	4,604	12,211	16,814
Marina	8,216	7,832	16,048
Indigent Attorney	4,000		4,000
Morgan Creek Grill	3,450		3,450
Covid	2,489		2,489
Total	\$ 275,331	\$ 150,410	\$ 425,741



MEMORANDUM

941 Houston Northcutt Blvd, Suite 201
Mount Pleasant, SC 29464
843.414.1040

To: Ms. Desiree Fragoso

From: Kirby Marshall

CC: Mr. Douglas, Kerr/IOP; ATM File

Date: March 10, 2022

Re: Public Dock and Intracoastal Dock Rehabilitation Concepts and Cost Estimates

Please find attached additional rehabilitation concepts for the Public Dock and Intracoastal Dock as discussed at the Real Property Committee meeting this week. We have also included the previously developed concepts as well as updated cost estimates for each alternative.

The cost estimate updates include the removal of fire standpipe infrastructure on the Public Dock (based on further review of NFPA codes). The ultimate fire suppression plan for each of these docks must be coordinated with the local fire marshal, however. We intend to do so directly. We also are reaching out to SCDHEC-OCRM and the USACE to get clarity on the likely permitting requirements and timelines we discussed with you this week.

Below is a summary matrix of the rehabilitation options that we have developed for each dock and the associated cost estimate for the proposed improvements.

Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation Preliminary Option Matrix		
Dock/Option	Work Description	Conceptual Construction Cost Estimate
Public Dock Option A	Refurbished Fixed Pier; Refurbished Floating Dock	\$519,915
Public Dock Option B	New "Grand" Pier; New Floating Dock	\$1,703,294
Public Dock Option C	Reurbished Fixed Pier; New Floating Dock	\$701,546
Intracoastal Dock Option A	Refurbished Fixed Pier; Relocated Floating Dock	\$1,285,988
Intracoastal Dock Option B	New Fixed Pier; New Floating Dock	\$1,687,970
Intracoastal Dock Option C	Refurbished Fixed Pier; New Floating Dock	\$1,440,088

The conceptual cost estimates developed for each alternative are based on recent bid data that ATM has received on other, local projects and ATM's experience in the industry. We do note, however, that the current construction market is highly volatile and costs may fluctuate prior to project execution.

If you have any immediate questions, please do not hesitate to call me directly.

Attachments

O:\Projects\18-2287 IP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg W.A. 3/1/22
NOTE: THESE DRAWINGS AND DESIGNS ARE STRICTLY CONFIDENTIAL AND PROTECTED BY INTERNATIONAL COPYRIGHT LAW. DETAILS MUST NOT BE DISCLOSED, REPRODUCED OR COMMUNICATED TO A 3rd PARTY IN ANY FORM OR MANNER WITHOUT THE PRIOR WRITTEN APPROVAL OF
APPLIED TECHNOLOGY & MANAGEMENT.

ATLANTIC
INTRACOASTAL
WATERWAY

INTRACOASTAL
DOCK

EXISTING GANGWAY
TO BE REMOVED

REFURBISHED
FLOATING DOCK

EXISTING COVERED AREA
TO REMAIN

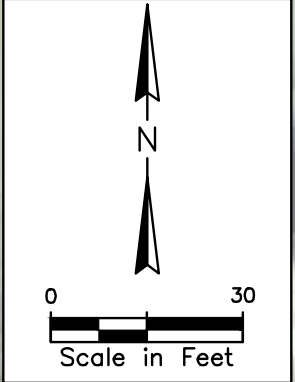
EXISTING FIXED PIER
TO REMAIN/BE REFURBISHED

NEW KAYAK LAUNCH AREA

NEW 80' ADA
COMPLIANT GANGWAY

NEW GANGWAY
ACCESS PLATFORM
(8'x11')

0' MLW



- NOTES:
1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

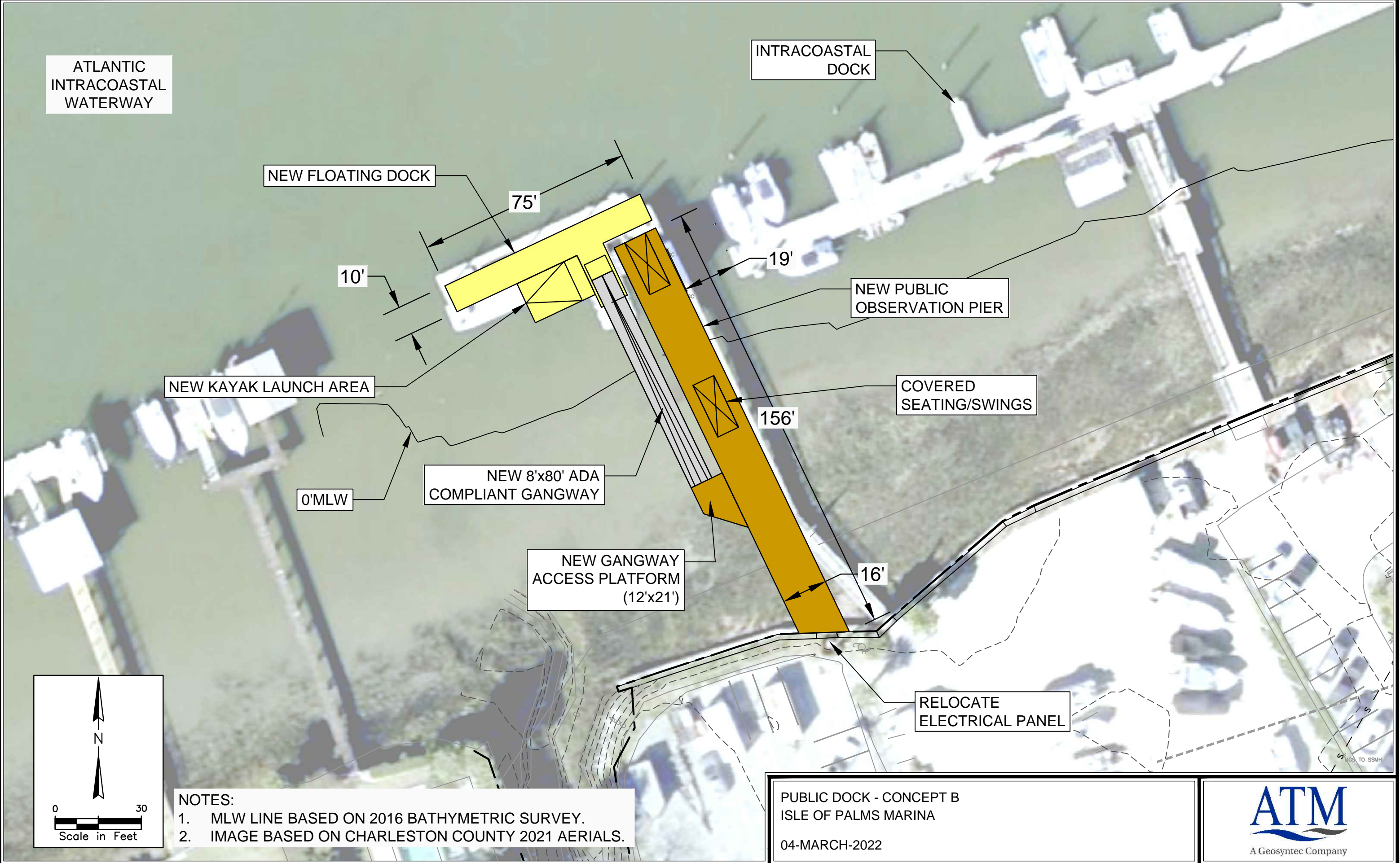
PUBLIC DOCK - CONCEPT A
ISLE OF PALMS MARINA
04-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept A
Conceptual Construction Cost Estimate - March 2022

<u>Item</u>	<u>Number</u>	<u>Unit</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Comments</u>
Preliminaries					
Performance and Payment Bond	1	LS	\$7,000	\$7,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$7,000	\$7,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$10,000	\$10,000	Assume face dock kept in place and re-used; demo interior floaters, gangway, etc.
Fixed Pier	90	SF	\$700	\$63,000	Assume timber construction similar to existing
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	Assume no standpipe required
New Floating Dock	316	SF	\$100	\$31,600	Assume re-use existing face dock; new interior dock w/limited piling
Existing Dock Maintenance	1	LS	\$15,000	\$15,000	General maintenance floating dock, fenders, rollers, etc. (over and above recent clean up)
Re-Decking All Existing Docks	1,800	SF	\$40	\$72,000	Demo and replace worn decking with SYP (fixed and floating); Add \$27/SF for IPE
Lighting Pedestals	3	EA	\$2,000	\$6,000	Assume limited lighting on floating dock
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$15,000	\$15,000	Additional utilities design, permitting, CA, etc.
Total				\$452,100	
Total with 15% Contingency				\$519,915	

O:\Projects\18-2287 IOP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg W.B. 3/1/22
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APPLIED TECHNOLOGY & MANAGEMENT.



- NOTES:
- 1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 - 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

PUBLIC DOCK - CONCEPT B
ISLE OF PALMS MARINA
04-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept B
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$26,000	\$26,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$26,000	\$26,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$50,000	\$50,000	Assume all existing demolished
Fixed Pier	2,625	SF	\$325	\$853,125	Assume timber construction
Fixed Pier Shade Structures	2	EA	\$15,000	\$30,000	Assume Posts with Metal Roof; Swings
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	Assume no standpipe required
New Floating Dock	950	SF	\$190	\$180,500	Assume all new floating dock; timber frame with anchorage
Relocate Upland Utility Service	1	LS	\$7,500	\$7,500	Relocate electrical panel
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume limited lighting on floating dock; new service
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$75,000	\$75,000	Additional permitting and design of new structure, Additional CA
Total				\$1,481,125	
Total with 15% Contingency				\$1,703,294	

0:\Projects\18-3287 IOP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg W.C. 3/4/22
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ATLANTIC
INTRACOASTAL
WATERWAY

INTRACOASTAL
DOCK

EXISTING GANGWAY
TO BE REMOVED

NEW FLOATING
DOCK

77'

10'

14'

19'

EXISTING COVERED AREA
TO REMAIN

NEW KAYAK LAUNCH AREA

120'

EXISTING FIXED PIER
TO REMAIN/BE REFURBISHED

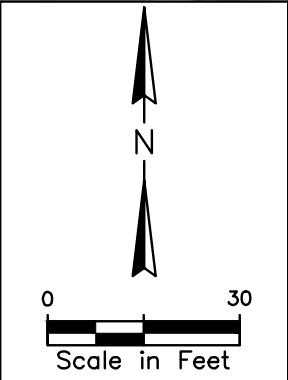
5'

0' MLW

NEW 80' ADA
COMPLIANT GANGWAY

47'

NEW GANGWAY
ACCESS PLATFORM
(115 SF)



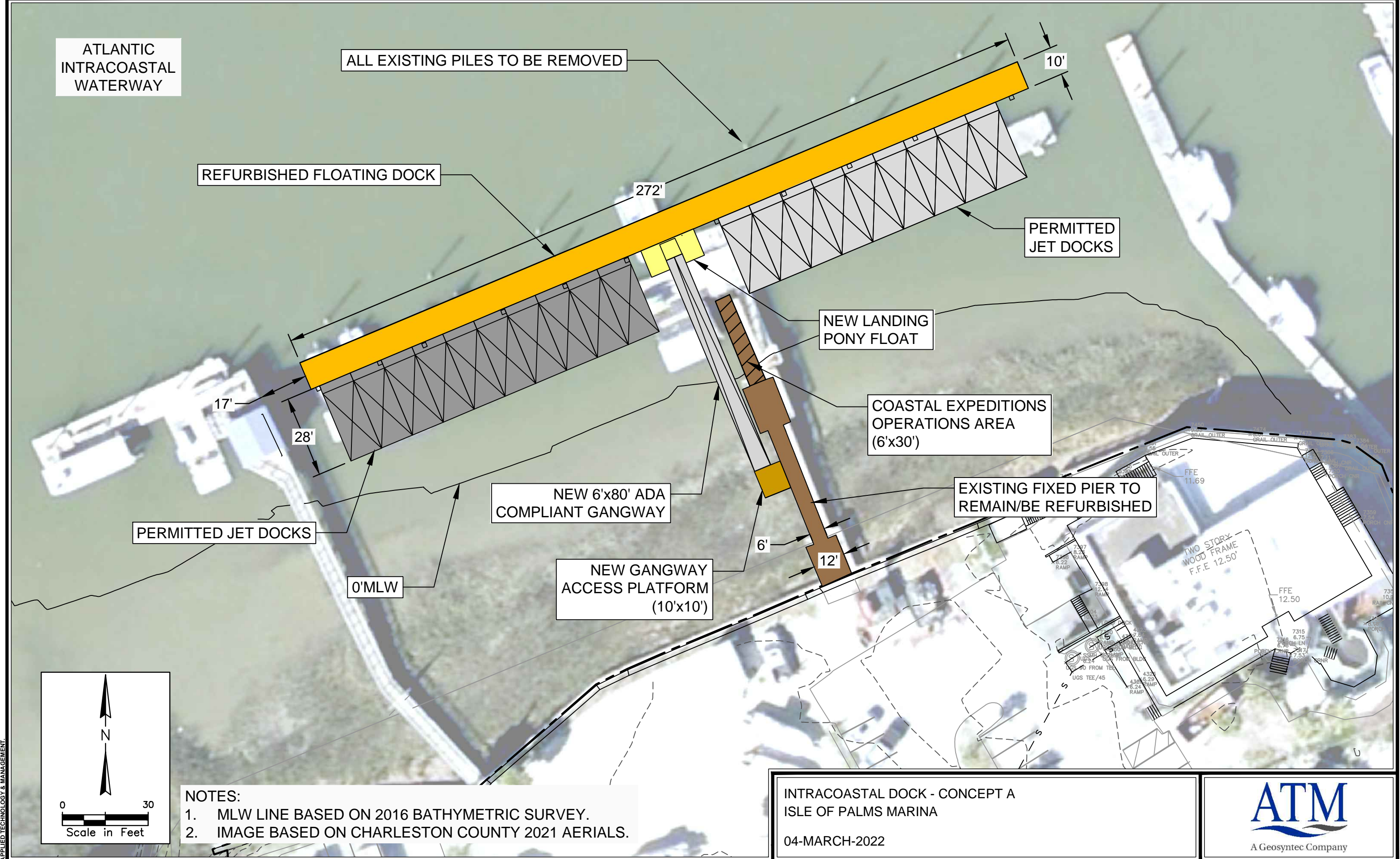
- NOTES:
1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

PUBLIC DOCK - CONCEPT C
ISLE OF PALMS MARINA
07-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept C Conceptual Construction Cost Estimate - March 2022					
Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$10,000	\$10,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$10,000	\$10,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$30,000	\$30,000	Assume all floating docks and gangway demolished
Fixed Pier	110	SF	\$700	\$77,000	Assume timber construction similar to existing
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	May not be required per NFPA 303; confirm with fire marshal
New Floating Dock	1,856	SF	\$100	\$185,600	All new floating docks; anchor piling
Existing Dock Maintenance	1	LS	\$5,000	\$5,000	Limited maintenance on fixed pier
Re-Decking Existing Fixed Pier	1,086	SF	\$40	\$43,440	Demo and replace worn decking with SYP (fixed and floating); Add \$27/SF for IPE
Lighting Pedestals	3	EA	\$2,000	\$6,000	Assume limited lighting on floating dock
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$17,500	\$17,500	Addtl utilities design, permitting, new floating dock specification, etc.
Total				\$610,040	
Total with 15% Contingency				\$701,546	

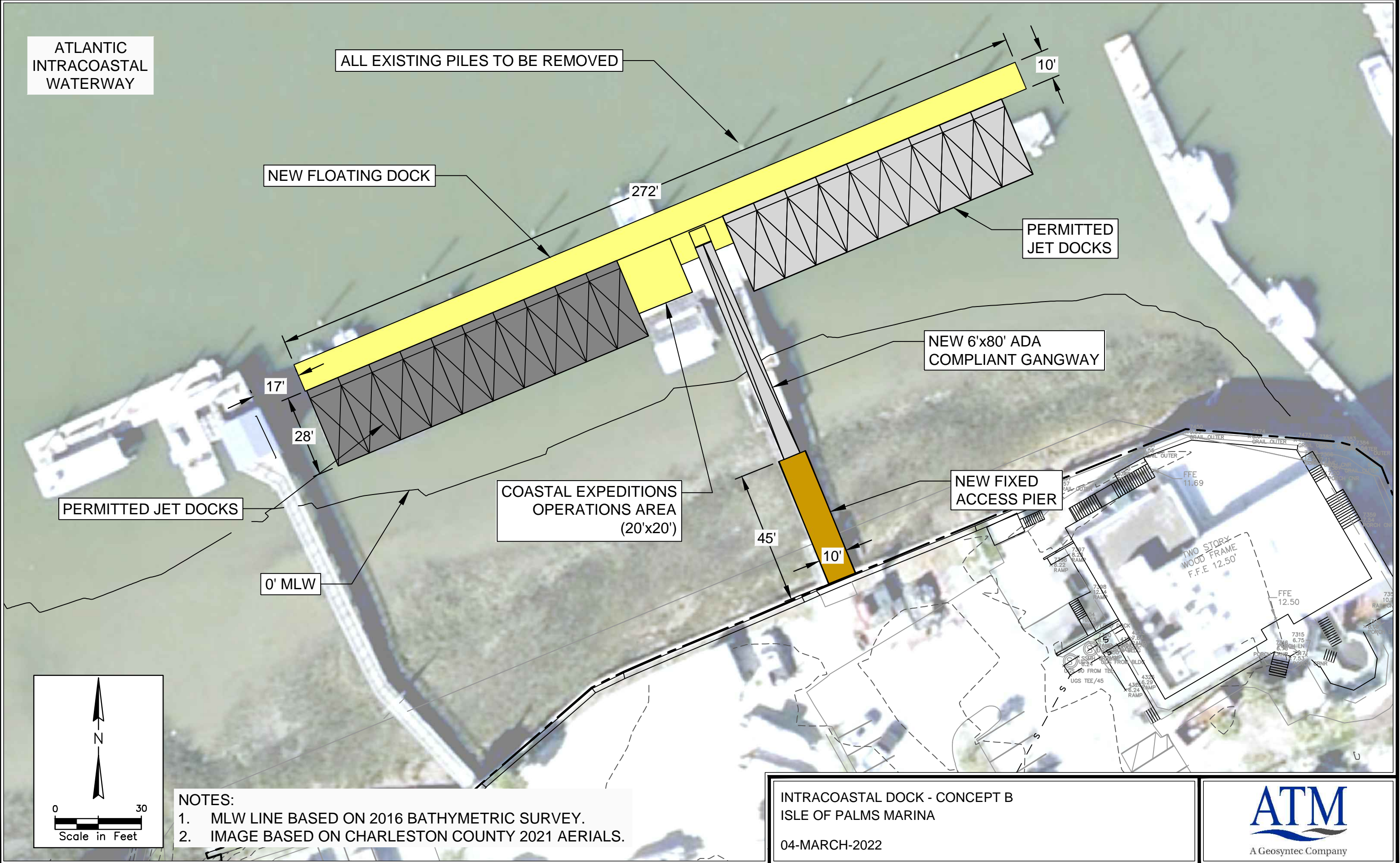
0:\Projects\18-0287\OP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg I-A 3/1/22
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Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept A
Conceptual Construction Cost Estimate - March 2022

<u>Item</u>	<u>Number</u>	<u>Unit</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Comments</u>
Preliminaries					
Performance and Payment Bond	1	LS	\$19,000	\$19,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$19,000	\$19,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$40,000	\$40,000	Demo piling, utilities, finger piers, and existing gangway
Fixed Pier	100	SF	\$700	\$70,000	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Pony Float	200	SF	\$100	\$20,000	Pony float for gangway landing; no anchorage
Floating Dock Relocation, Maintenance, and new Anchoring	1	LS	\$300,000	\$300,000	Relocate existing floating dock; dock maintenance (fenders, bumper strip), new pile guides, new piles
Fixed Pier Maintenance	1	LS	\$30,000	\$30,000	Replace hardware; repair handrails
Re-Decking All Existing Docks	3,600	SF	\$40	\$144,000	Demo and replace worn decking with SYP; Add \$27/SF for IPE
Marina Electrical	14	Slips	\$11,000	\$154,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required; integrate into old floating dock
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional Soft Costs	1	LS	\$22,500	\$22,500	Additional specification and CA of fixed pier improvements; Change in Use for Coastal Expeditions
Total				\$1,118,250	
Total with 15% Contingency				\$1,285,988	

OP:Project18-2287 IOP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg LB 3/1/22
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APPLIED TECHNOLOGY & MANAGEMENT.



- NOTES:
- 1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 - 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

INTRACOASTAL DOCK - CONCEPT B
ISLE OF PALMS MARINA
04-MARCH-2022

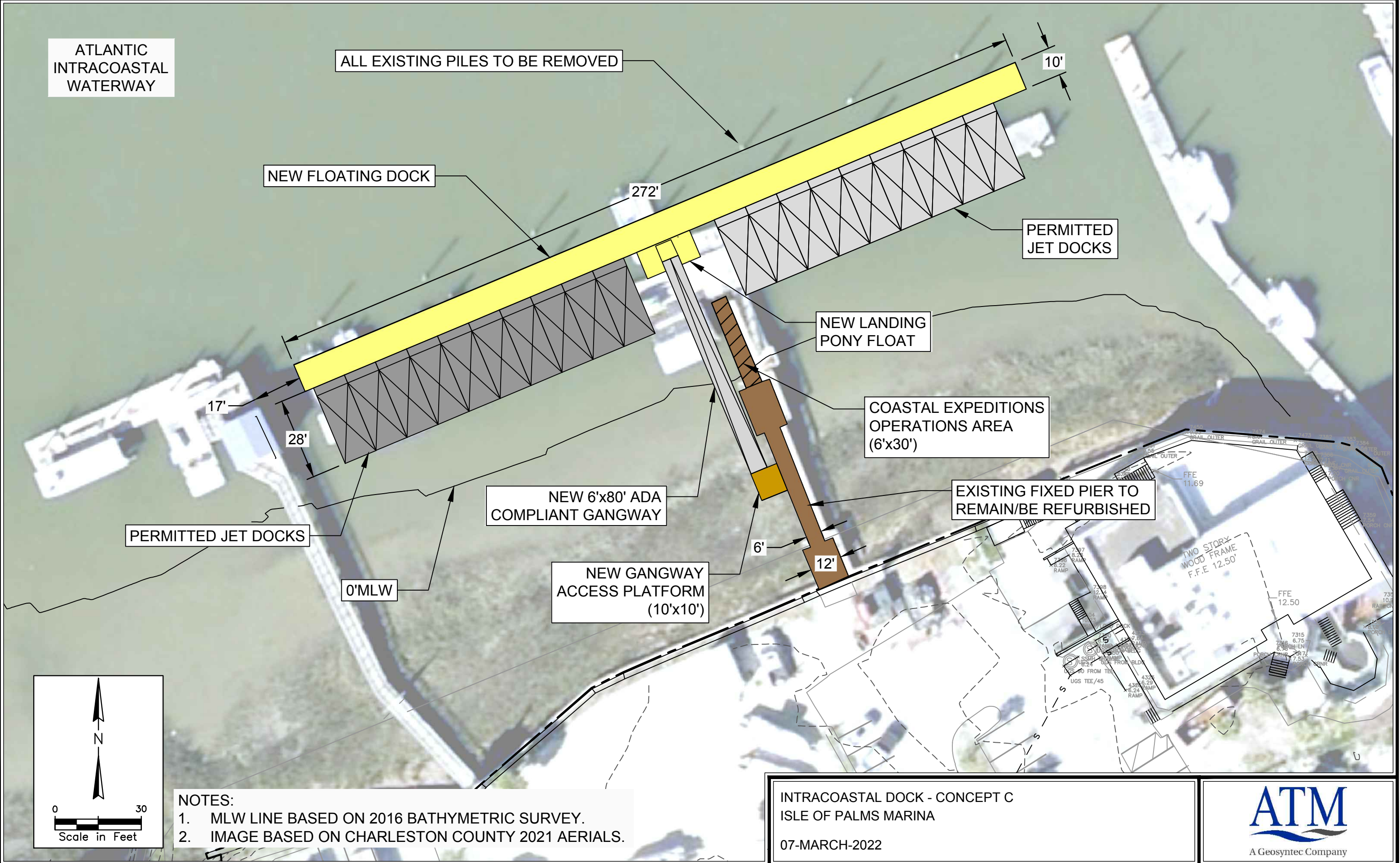


A Geosyntec Company

Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept B
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$26,000	\$26,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$26,000	\$26,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$125,000	\$125,000	Assume all existing AIWW Docks demolished; include fixed pier
Fixed Pier	450	SF	\$325	\$146,250	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Floating Dock with Anchorage	3,324	SF	\$200	\$664,800	New floating dock and anchorage; slightly more robust loading
Marina Electrical	14	Slips	\$10,000	\$140,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional Soft Costs (Permitting, Design, Construction Phase)	1	LS	\$40,000	\$40,000	New pier design; permit modification; additional CA services
Total				\$1,467,800	
Total with 15% Contingency				\$1,687,970	

0:\Projects\18-3287 IOP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg LC 3/4/22
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Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept C
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$23,000	\$23,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$23,000	\$23,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$110,000	\$110,000	Demo piling, utilities, finger piers, and existing gangway
Fixed Pier	100	SF	\$700	\$70,000	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Face Dock	2,920	LS	\$200	\$584,000	New Face Dock and anchorage piling
Fixed Pier Maintenance	1	LS	\$30,000	\$30,000	Replace hardware; repair handrails
Re-Decking Existing Fixed Pier	900	SF	\$40	\$36,000	Demo and replace worn decking with SYP; Add \$27/SF for IPE
Marina Electrical	14	Slips	\$10,000	\$140,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required; integrate into old floating dock
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional soft costs	1	LS	\$22,500	\$22,500	Related to fixed pier repair/maintenance needs and CA per condition assessment; change in use for CE
Total				\$1,252,250	
Total with 15% Contingency				\$1,440,088	

Exhaust System for Fire Stations





PURVIS SYSTEMS

12 April 2022

Isle of Palms Fire Department
PO Box 508
Isle of Palms, SC 29451

Attn: Chief Craig Oliverius
Email: coliverius@iop.net

Subject: Sole Source Letter for the PURVIS Fire Station Alerting System

Dear Chief Oliverius,

PURVIS Systems Incorporated implemented the PURVIS Fire Station Alerting System (PURVIS FSAS™) for Charleston County, SC and currently maintains the system. The Isle of Palms Fire Department currently receives PURVIS FSAS alerts over radio, which are dispatched from Charleston County.

The PURVIS FSAS is the only fire station alerting solution that can provide alerts to fire stations dispatched through the PURVIS FSAS in Charleston County. PURVIS is the only supplier of the PURVIS FSAS, and there are no resellers of the PURVIS FSAS. The design and software for the PURVIS FSAS are proprietary to PURVIS and some of the PURVIS FSAS hardware is manufactured by PURVIS. Therefore, PURVIS is the only supplier of the PURVIS FSAS and is the only company authorized to sell PURVIS FSAS maintenance services.

If you have any questions or need additional information, please contact Michelle Craft, Contracts Manager, 401-845-8401, mcraft@purvis.com; or Jeff Mascola, Account Manager, 401-619-2466, jmascola@purvis.com.

Sincerely,
PURVIS Systems Incorporated

Michelle Craft
Contracts Manager

cc: Deputy Chief Hathaway (rhathaway@iop.net)
J. Mascola (jmascola@purvis.com)

State Accommodations Tax Advisory Committee
Isle of Palms, South Carolina

Application for City of Isle of Palms ATAX Grant

For Office Use Only

Date Received: _____	Total Project Cost: _____
Total Accommodations Tax Funds Requested: _____	
Recommendation by City of IOP Staff (yes and if so amount ; no; defer to committee; n/a) : _____	
Action Taken By Accommodations Tax Advisory Committee: Date _____ Approved _____ Denied _____ Amended _____ Other _____	

(Please Use Additional Paper and Include Pertinent Documentation as May Be Needed)

A. Project Name: MUSC Hollings Cancer Center LOWVELO

B. Applicant Organization: MUSC Foundation

1. Mailing Address: 86 Jonathan Lucas st. ste 118 Charleston SC, 29425

Telephone: (843)494-4584 Email: haynier@musc.edu

2. Project Director: Rachel Haynie (event manager)

Telephone: (843)494-4584 Email haynier@musc.edu

3. Description of Organization, Its Goals and Objectives:

MUSC Hollings Cancer Center's LOWVELO will take place on November 5, 2022 on the beautiful Isle of Palms, South Carolina. LOWVELO is not just another ride. LOWVELO rallies the community together and encourages people of all walks of life and fitness levels to get physically active while supporting an incredible mission that impacts everyone – raising money for lifesaving cancer research. LOWVELO isn't just an event - it's a lifestyle. We are anticipating 1,000 riders will participate and raise over \$550,000 for cancer research at Hollings Cancer Center. On the big day Nov. 5, all participants will be able to join a big block party that includes food, vendors and live music. Other perks that all participants receive throughout the year include tips about cancer prevention and awareness as well as the latest advances in cancer care. In addition, participants can join lunch and learn sessions about creating a healthier lifestyle led by MUSC Wellness Center coaches and Hollings' Cancer Control researchers.

Every rider-raised dollar will support cancer research at Hollings Cancer Center. Located on the Medical University of South Carolina campus, Hollings Cancer Center is the state's only National Cancer Institute - designated cancer center and one of only 71 centers located across the country. Hollings Cancer Center plays a vital role in scientific breakthroughs in research and advances in treatments, while also providing the highest quality of care possible to our patients.

There will be an estimated 33,040 South Carolinians diagnosed with cancer this year. It is imperative to continue to raise funds for cancer research to help give our patients more time, more hope, and more treatment options.

C. Description and Location of Project:

LOWVELO will have options for everyone to participate. We offer longer routes for the avid cyclist as well as a family friendly island ride and stationary cycling classes. The 25-mile, 55-mile and 100-mile routes will leave from Downtown Charleston, cross the Ravenel Bridge, ride around Mount Pleasant, cruise Sullivan's Island and Isle of Palms, trek out to Francis Marion Forest, and finish on Ocean Blvd. for a block party celebration. In addition to those three routes for our more experienced riders, we'll also have a 10-mile ride and three outdoor stationary bike classes that will start on Isle of Palms. Each rider commits to a fundraising minimum depending upon their chosen distance, and 100% of the money they raise goes straight to cancer research at MUSC Hollings Cancer Center. In order to meet our goal of 100%, we rely on our partners to help underwrite the event costs. As part of overall event finale, we will be working with the IOP businesses to include them in the finale and offer them first right of refusal to cater the reception. We plan to utilize The Palms Oceanfront Hotel and Wild Dunes as a place for our riders to stay.

☐ Single Event? ☒ Ongoing Event/Annual Need?

1. Date(s): of project/ event or start date: 11/5/22 Completion date: 11/5/22 ☐
2. Impact on Tourism: What percentage of persons benefitting from this project are tourists, ie. those coming from more than 50 miles away and expected to spend the night on Isle of Palms (23%) compared to Isle of Palms residents (3%) vs. visitors from within 50 miles such as "day trippers" (74 %)

This data is collected from our registration platform and after event survey.

*Source of tourist data (website tracking, surveys, lodging data, sales information, etc.)

3. If this application is for an ongoing event, what is the percentage increase/decrease in tourist attendance compared to each of the past three years' events? This is a percentage of 3% increase since 2019
*Source of tourist data registration platform and survey
(website tracking, surveys, lodging data, sales information, etc.)

4. Is your event to be conducted entirely on Isle of Palms? No If not, please set forth the percentage occurring on Isle of Palms, as well as the specific locations and the percentages occurring elsewhere.

The event will have longer routes that start Downtown. 50% of the participants will start on Isle of Palms and all finishers will complete the event for a block party on Isle of Palms.

5. To your knowledge, does anyone else promote projects similar to yours within the city limits of Isle of Palms? If so, how is your project similar and/or unique? Given the parameters, please explain why your project is entitled to City of Isle of Palms ATAX funding. No

6. Set forth fully the successes and failures you have experienced for your proposed project for which you seek City of Isle of Palms ATAX funding for each of the past three years. Set forth the metrics by which you have measured success for the past three years, as well as the metrics by which you will measure success for the current year's project/event on the City of Isle of Palms.

LOWVELO has grown by 33% in participation in the past 3 years. This is especially significant given the event had to go completely virtual due to the pandemic in 2020. We measure our success by community involvement which we had an increase of over 300% in sponsorships and by participant satisfaction and funds raised. We believe LOWVELO will bring in significant funding both for the Isle of Palms and Hollings Cancer Center for cancer research.

7. Describe fully how and why your proposed project/event qualifies for City of Isle of Palms ATAX funding. LOWVELO will utilize and support all businesses on the Isle of Palms as well as encourage all participants to stay at local hotels. All event staff (40+) will be lodging at The Palms hotel or another local establishment on The Isle of Palms as long as there is availability. We plan to have a block room rate at local hotels for participants. We will work with all local businesses to cross market and advertise LOWVELO 2022. We plan to maximize and increase heads in beds on Isle of Palms year over year.

8. If your project is granted City of Isle of Palms ATAX funding and realizes a profit, do you commit to returning the profit to the City of Isle of Palms? If not, please explain fully, to include what you will do with the money. **Note:** It is impermissible to donate or "pass through" City of Isle of Palms ATAX grants to any other organization, except as authorized by City of Isle of Palms. Further, the City of Isle of Palms does not approve of "carry forwards" of ATAX grants for use in ensuing years, absent extraordinary and compelling reasons in the sole discretion of the City of Isle of Palms. Excess funds must be returned to the City of Isle of Palms.

100% of all funds raised by our participants go directly to cancer research at Hollings Cancer Center. LOWVELO is a non-profit organization under the MUSC Foundation and therefor will not realize a profit from the event. The

expenses of the event are underwritten by sponsors and support of MUSC.

9. Please attach your budget reflecting the amounts and sources of all related income and donations from others for the project/event, as well as expenditures for each of the last three years. In addition, set forth projected income and expenses for this year's project/event, as well as all expenses, both incurred and paid, as well as projected.
 - Please see attached

D. Financial Justification (“heads on beds” and ancillary benefits)

1. Describe fully and provide relevant documentation for each of the past three years reflecting:
 - Where, as a specific result of your project/event, have tourists spent the night on Isle of Palms, ie. those incurring accommodations taxes for lodging. Include the lodging providers addresses phone numbers, rooms utilized, costs and nights stayed.
 - Where do you project tourists for this year's project to spend the night (ie. lodging for those expected to pay accommodations taxes, to include hotels, condos, house rentals, etc.)? What is the basis for your projection? As an illustration, you may set forth blocks of rooms in hotels that have been reserved, private lodging that has been booked or are expected to be booked, etc.

We plan to have a block of rooms at the Palms Hotel on Ocean Blvd for all staff members. As well as work with Wild Duns to reserve and block rooms for both staff, VIP and participants.

2. Provide all additional economic and other relevant information justifying the grant of ATAX funding by City of Isle of Palms for your project/event, as well as your means of calculation. *Please see attached impact report
3. Set forth the number of tourists attending your project/event on the Isle of Palms for each of the past three years. Include where applicable all relevant documentation along with the methodology by which you have done your calculations. *Please see attached demographics data sheet.
4. Set forth the number of attendees projected for this year's project/event, and well as the means of calculation. We expect 1,000 riders for this year's event. We project this number based off the percentage of growth LOWVELO has seen in the past 3 years. We also calculate this number using our online registration platform.

Is the project/event for which you seek City of Isle of Palms ATAX funding during the “off season” or “shoulder season”? If not, please explain the justification. Are proposed dates flexible so as to be amenable to off-season and/or shoulder season scheduling? Our event is planned for November 5, 2022 (shoulder season).

5. Describe fully all potentially negative aspects of your project/event, if any. This would include, by way of illustration, the potential for overcrowding

particularly during warm weather months, parking challenges, health and safety issues, added responsibilities and difficulties imposed on first responders, impact on peace and tranquility- especially in residential neighborhoods and for tourists and factors potentially impacting adversely on the character of the City of Isle of Palms.

We do not foresee any potential negative aspect for this year's LOWVELO. MUSC Hollings Cancer Center hires a professional logistics company, Medalist Sports to oversee all event details including but not limited to: safety, parking, rentals, crowd control and flow, noise ordinances, residential notifications, etc.

E. Marketing Plan

Describe fully your past three years marketing for your project/event, as well as your current year's advertising and marketing plan, to include all means of broadcast. Please include and attach all applicable documentation and the projected costs involved.

LOWVELO 2022 has hired a professional marketing company, The Design Group to help broadcast the event both regionally and nationally. We will utilize digital, print, radio, and on-air advertising as well as cross marketing with our community partners.

F. Funding: Sources of Income for This Project/Event (Please attach all supporting documents)

1. Sponsorships or Fundraising: Amount \$545,000 From Beemok Family Foundation has committed to support half of the event's expenses, not to exceed \$700,000. \$10,000 from First Capital Bank. \$10,000 from WestEdge. \$25,000 from Dominion Energy. Other solicitations are in progress. _____
2. Entry Fees : Amount \$50_____From participants
3. Donations: Amount \$ various amounts From donors
4. Accommodations Tax Funds Request: Amount \$10,000

Date(s) Required: 10/1/22 Lump Sum Installments _____

\$10,000

5. Other:

6. Total Funding: \$545,000 - \$750,000 Total Budget: \$900,000 - \$1,000,000

G. Financial Analysis

Please Provide a Line Item Budget for your project/event

*Please see attached

If awarded, Isle of Palms ATAX funds are requested as follows:

Lump Sum(s): \$ 10,000 on 10/1/22 (date),
\$ _____ on _____ (date),
\$ _____ on _____ (date).

(1) Payment of Invoices as submitted to City Staff. Invoices should be submitted at least two weeks prior to due date.

H. Miscellaneous

1. In what category do you place your project/event and why?
 - Festival
 - Marketing
 - Other (Please Explain):
2. Have you affirmatively reached out to the City of Isle of Palms staff for initial review for your project/event and if not, please explain. If you have reached out, what feedback did you receive, both positive and negative and specifically from whom?

Yes, LOWVELO has had an initially meeting with the City of Isle of Palms and was approved. Feedback was extremely positive.

3. If applicable, explain why you have not sought funding from sources other than the City of Isle of Palms for the funding of your project/event. If you have sought alternate or additional funding, explain fully the results to include the source(s) for funding, from whom received and set forth all amounts received or expected to be received from other sources.

We rely heavily on sponsorship funding to offset the cost of the event.
We will continue to seek funding from local and regional businesses.

4. Does your project/event have applicable liability insurance, to include the City of Isle of Palms, its employees and agents and if so, what are the liability limits? If not, please explain why not and explain who will agree to bear the costs, burdens, damages and legal fees for your project/event in case claims for damages are made against the City of Isle of Palms, its employees and agents as a result of your project/event. A minimum of \$300,000 of liability insurance is typically required unless that requirement is specifically waived

in writing by the City of Isle of Palms in its sole discretion. If there is applicable insurance, do you commit to making the City of Isle of Palms, its employees and agents additional insured(s)? If not, explain fully the basis. If applicable, you must include a copy of the relevant insurance policy reflecting the City of Isle of Palms, its employees and agents are additional insured(s) for your project/event.

LOWVELO does have liability insurance through USAC which provides \$1M in general liability and \$2M in umbrella insurance.

5. Do you assert that the project/event for which you seek City of Isle of Palms ATAX funding is sustainable in the future? If so, please explain fully. If not, please explain fully. Yes, we assert LOWVELO will be a sustainable event as we are one of very few events that have seen growth coming off of the pandemic. We have grown 33% since 2019 an increase of over 200 participants for our 2021 LOWVELO.
6. In the event City of Isle of Palms grants your project/event ATAX grant funding, do you acknowledge that no such funds can be spent for the purchase of alcohol or tobacco products? Yes If not, please explain your justification. _____
7. In the event your project/event is awarded City of Isle of Palms ATAX grantfunding, but is postponed for more than 180 days of receipt of funding, do you acknowledge that you must return to the City of Isle of Palms all ATAX grant money received from Isle of Palms absent extraordinary circumstances and within the sole discretion of the City of Isle of Palms? Do you agree? Yes _____ If you do not agree, please set forth fully your reasons. _____
8. In the event your project/event is granted City of Isle of Palms ATAX grant funding, you must and do hereby agree by the filing your application personally to hold harmless and indemnify the City of Isle of Palms, its employees and agents from and against any claims for damages to include, *inter alia*, legal fees relative to your project/event. Do you agree? Yes If not, please explain. _____

If not, please explain fully your basis. _____

9. In the event the City of Isle of Palms provides ATAX grant funding for your event/project, set forth in detail how you will acknowledge the City of Isle of Palms as a grantor of funding.

- Please see attached all benefits of partnership

Revised February 8, 2021

Category	Item	2022 DRAFT
		1,000 - 1,200 RIDERS
Friday Night Celebration	A/V and Stage, big screen	\$7,000.00
NOW Packet Pickup - Firefly	Talent & Entertainment	\$2,000.00
	Flowers	\$1,500.00
	Food & Beverage (Catering)	\$36,000.00
	Beer/Wine	\$5,000.00
	Invitations/Ticketing System	\$500.00
	Security	\$1,000.00
	Rentals - Tables and Chairs	\$2,000.00
	Venue Rental	\$5,000.00
		\$60,000.00
Start Line/Finish Line	A/V - Sound & Video Boards	\$3,000.00
	Food & Beverage/Participant Breakfast	\$6,000.00
	Food & Beverage/Participant Lunch	\$38,000.00
	Beer/Wine/Sodas	\$5,000.00
	Talent & Music - DJ	\$3,000.00
		\$55,000.00
Event/Venue Production		
<i>(Hagood Stadium and IOP)</i>	Event Venue Rental	\$6,000.00
	Tools, Equipment & supplies	\$5,000.00
	Golf Carts	\$1,500.00
	Parking Lot Attendants	\$1,500.00
	Parking	\$5,000.00
	Portable Toilets	\$10,000.00

	Portable Showers	\$0.00
	Light Towers	\$2,000.00
	Power/Generator	\$8,000.00
	Scissor Lift/Fork Lift Rental	\$0.00
	Site Cleanup	\$0.00
	Security Services (overnight/on-site)	\$3,000.00
	Big Screen Rental	\$6,000.00
	Trash Removal/Receptacles	\$2,000.00
	Tents, Tables, Chairs, stage, sound (all rentals)	\$30,000.00
	Start/Finish Stage	\$0.00
	Start/Finish Truss	\$0.00
	Stationary Bike Class (fans, pompom)	\$1,000.00
		\$81,000.00
Executive	Contingency	\$5,000.00
	Website	\$10,000.00
	General Administration	\$10,000.00
	Airfare for Consultants	\$2,000.00
	Legal	\$2,000.00
	Mileage/Expense/Parking	\$3,000.00
	Event Storage Unit	\$5,500.00
	USA Cycling Membership & Permit Fee	\$500.00
	Risk Management	\$10,000.00
		\$48,000.00
Rally's & Committee Meetings		
	LOC Meeting Food	\$5,000.00
		\$5,000.00
Marketing	Advertising	\$25,000.00
	Marketing Firm	\$20,000.00

	Graphic Designers	\$5,000.00
	Photography	\$1,000.00
	Printing	\$7,000.00
	Shipping	\$2,000.00
	Video/Documentary/Promotional Video	\$7,000.00
		\$67,000.00
Operations	Air Fare (Event Staff)	\$5,000.00
	Event Housing	\$18,000.00
	Gas & Tolls	\$3,000.00
	Per Diems	\$3,500.00
	Staff Ground Travel	\$2,000.00
	Vehicle Rental	\$18,000.00
	Pre- event travel expenses (housing, food, gas)	\$15,000.00
		\$64,500.00
Registration	Bibs	\$1,000.00
	Volunteer Software	\$1,000.00
	Participant T-Shirts	\$12,000.00
	Participant (and MUSC) Jerseys	\$70,000.00
	Goody Bags	\$5,000.00
	Swag	\$15,000.00
	Pre-event swag	\$6,000.00
	Awards & Gifts	\$20,000.00
		\$130,000.00
Sponsorship		

	Sales Materials & Presentations	\$500.00
	Sponsor/VIP Gifts (SWAG)	\$10,000.00
	Sponsor/Event Signage/Route Signage	\$16,000.00
		\$26,500.00
Staffing		
	LOWVELO Staff	\$225,000.00
	Consultants & temp staff	\$170,000.00
	Announcer 2	\$0.00
	Communications & Command	\$0.00
	Construction Crew	\$0.00
	Expo Director	\$0.00
	Expo Staff	\$0.00
	Inventory Manager	\$0.00
	Marshal Cord. & Captains	\$0.00
	Medical Coordinator	\$0.00
	Registration Coordinator	\$0.00
	Rest Stop Coordinator & Crew	\$0.00
	Routing & Signs Manager & Crew	\$0.00
	SAG/Box Truck Drivers	\$0.00
	Staging Crew	\$0.00
	Staging Manager & Crew	\$0.00
	Transportation Manager	\$0.00
	Volunteer Manager	\$0.00
		\$395,000.00
Technical	Bike Racks	\$1,000.00
	Communication Equipment Rental	\$2,000.00
	Crowd Control Fencing	\$12,000.00
	DOT Costs (State, Local & Equip)	\$12,000.00
	Emergency Transportation	\$0.00
	EMT Services	\$1,000.00
	Logging/Software	\$500.00
	Maps	\$500.00
	Medical Supplies	\$1,000.00

	Cleaning Company	\$1,000.00
	Neutral Support/SAG	\$0.00
	Permits	\$500.00
	Police Cost (State & local)	\$17,000.00
	Rest Stop Food & Supplies	\$7,000.00
		\$55,500.00
Recruitment	Recruitment events	\$10,000.00
	Credit Card fees	\$10,000.00
	Foundation \$ Fee - 1.5%	\$15,000.00
	Post-Event Award Reception	\$25,000.00
		\$60,000.00
Volunteers		
	Volunteer Food & Water (box lunches)	\$3,000.00
	Volunteer T-Shirts	\$3,500.00
		\$6,500.00
	Total	\$1,054,000.00


































































Operations/Event total
(Technical,
Production,Executive,
volunteers, Startline/finishline,
registration and Friday night
event)



















































\$505,500.00

Admin total (staff, consultants,)
Marketing/ Adv. Total
(Recruitment, marketing,
sponsorship)

\$395,000.00

\$153,500.00

Benefit	Presenting	Premier	Platinum	Gold	Silver	Bronze	Signature
Presented by Company Name in Title							
Expo Tent on MUSC Day							
Social Media Recognition							
Event T-shirt	Logo	Logo	Logo	Logo	Logo	Name	Name
Logo on Jersey**							
Logo on Website							
Logo on Event Emails							
Logo on Photo Background							
Logo on Start Line Truss (Horizontal)							
Logo on Start Line Truss (Vertical)							
Logo on Mesh Signage at Start Lines							
Logo on Mesh Signage at Finish Lines							
Event Program	Logo	Logo	Logo	Logo	Logo	Name	Name
Logo on Event Screens	Solo	Solo	Solo	Solo	Group	Group	Group
Opportunity to provide swag to riders ~1,000 pieces							
Opportunity to provide digital promo to riders & volunteers							
Logo on volunteer shirts ~ 250							

Benefit	Presenting	Premier	Platinum	Gold	Silver	Bronze	Signature
Complimentary rider registrations*	25	20	15	10	8	5	3
Promoted through Strava							
VIP parking on Sat.							
VIP rider check-in							
Training Rides Sponsored by (company name)							
Recognition in HCC Newsletter (digital)							
HCC lunch 'n learn							
Logo included on Advertising							
Opportunity to staff and decorate a rest stop							
Changing What's Possible in Cancer Care							

Disclaimer: These sponsorship benefits are subject to change if this year's in-person event ends up being canceled due to COVID-19. Our riders and volunteers' safety and well-being are our top priority. Our modified, live event is planned in conjunction with COVID-19 safety protocols, and will be ever evolving. Our planning decisions are being guided by MUSC medical experts and public health guidelines, and we will keep participants and sponsors readily informed.

*Riders are still required to fundraise.

**Jerseys will be available for purchase & partnerships must be confirmed 8 weeks prior to event.



MUSC HOLLINGS CANCER CENTER

 **LOWVELO**

Ride Impact 21

By the Numbers



▶ **821**
participants



▶ **83**
teams



▶ **\$1.3M**
total raised



▶ **249**
MUSC



▶ **200**
volunteers

▶ **572**
non-MUSC



▶ **24%**
from outside
Tri-county area

Forward Progress

Change from 2019 to 2021

+33%
participants

+50%
route options

+280%
sponsorships



Total Funds Raised



\$1,356,017

FUNDRAISING

\$551,017

\$671 average raised

38% % over goal

12 High Tide Club members*

*raised \$5,000+

SPONSORSHIPS

\$805,000

\$720K cash

\$85K in-kind

\$10K average sponsorship



Participant Breakdown

Stationary Bike	54	Male	419	Female	402
10-Mile Ride	385				
22-Mile Ride	198	Returning	257	New	564
57-Mile Ride	124				
100-Mile Ride	60	In-Person	687	Virtual	134
Total	821				

Impacting Cancer Research

One of LOWVELO's first research grants was issued in 2021 — \$50,000 for a Hollings project to create purified versions of CAR-T-cells, which are used to treat certain leukemia and lymphoma patients. The goal of the project is to reduce the side effects associated with CAR-T-cell therapy and potentially make it more effective. By building up its own program, Hollings will make this cutting-edge treatment much more accessible to patients in South Carolina.



CAR-T-cells are programmed to attack and kill cancer cells.





MUSC HOLLINGS CANCER CENTER



2022 Partnership Playbook

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Raymond N. DuBois, M.D., Ph.D.
MUSC Hollings Cancer Center Director

“100% of participant-raised dollars are used for cancer research to improve the ways that we can more effectively treat our cancer patients now and in the future and to achieve better results with health disparities.”

**We want to improve our
services and treatments
to advance and unite in the
fight against cancer.**

LOWVELO is:

No ordinary bike ride.

A grassroots event that raises money for innovative and lifesaving cancer research at MUSC Hollings Cancer Center in Charleston, SC.

A fun ride geared towards all fitness levels ages 8 and up to celebrate those who have fought and continue to fight cancer.

A dedicated group of riders, volunteers, virtual participants and staff members who are driven by compassion and a determination to end cancer.

A moment to honor, support and celebrate our patients of the past, today and tomorrow.

An event designed to bring communities together from throughout the state and beyond to rally together to end cancer.

An opportunity for each rider to commit to the cause by fundraising a minimum amount based on their chosen distance: 10 miles, 25 miles, 55 miles, 100 miles, or an outdoor stationary bike class.

An opportunity to provide a sustainable source of research funding to connect, engage and synergize cancer research at Hollings.



A guarantee that 100% of every participant-raised dollar will go directly to cancer research. The money raised will be the catalyst for groundbreaking and lifesaving projects that will impact cancer care across the state and country.

On Saturday morning, our riders embark on one of four routes or in a cycling class, as we put our best foot forward in the name of cancer research. The ride culminates in true Charleston fashion with a finish line celebration to remember.

A platform to form lasting corporate and community partnerships and forge friendships for one great cause.



Denis Guttridge, Ph.D., director of Darby Children's Research Institute and associate director of Translational Sciences at MUSC Hollings Cancer Center, participates in LOWVELO every year. Here's what he has to say:

Forge friendships for one great cause.

"Research isn't done in a silo. It takes the collaboration of an entire team, from the scientists and their labs who make the discoveries, to the physicians and their staffs who pull those discoveries into the hospital for our patients. The efforts are always in sync, and that's exactly why we have LOWVELO.

For me, being on the bike with a team supporting each other is absolutely no different than my lab and my collaborator in the clinic working together to make that next discovery possible for our cancer patients in South Carolina. I believe in my core that this is the only way a comprehensive cancer center should function."



Power the Movement

As a partner in LOWVELO, you are powering the movement to fund cancer research at MUSC Hollings Cancer Center. Hollings is the only National Cancer Institute-designated cancer center in the state of South Carolina and one of only 71 in the country. The collaborative research environment is focused on the causes, prevention, treatment, outcomes and survivorship of cancer. Your partnership will underwrite the event costs and allow us to donate 100% of the participant-raised dollars (**over \$1.3M since 2019!**) straight to the scientists.

Your partnership is the fuel for innovative research.

Together we can change what's possible in cancer care!

Choose your partnership level to join us.

The partnership benefits, listed below, will be presented on a tiered basis based on the partnership level that's chosen. All riders are still responsible for their fundraising minimums. We are happy to customize any item for you and make this a unique experience for you and your company!

Partnerships may be monetary or in-kind.

*This level may be customized

Presenting Partner (exclusive)

Sold

Premier Partner* (non-exclusive)

\$100,000

Platinum Partner* (non-exclusive)

\$50,000

Gold Partner* (non-exclusive)

\$25,000

Silver+ Partner* (non-exclusive)

\$15,000

Silver Partner (non-exclusive)
































































\$10,000
















































Bronze Partner (non-exclusive)

\$5,000

Signature Partner (non-exclusive)

\$2,500

Benefit	Presenting	Premier	Platinum	Gold	Silver & Silver+	Bronze	Signature
Presented by Company Name in Title							
Expo Tent at packet pick-up party & ride day							
Social Media Recognition							
Event T-shirt	Logo	Logo	Logo	Logo	Logo	Name	Name
Logo on Jersey**							
Logo on Website							
Logo on Event Emails							
Logo on Rider Numbers							
Logo on Start Line Truss (Horizontal)							
Logo on Start Line Truss (Vertical)							
Logo on Mesh Signage at Start Lines							
Logo on Mesh Signage at Finish Lines							
Event Program	Logo	Logo	Logo	Logo	Logo	Name	Name
Logo on Event Screens	Solo	Solo	Solo	Solo	Group	Group	Group
Opportunity to provide swag to riders ~1,000 pieces							
Opportunity to provide digital promo to riders & volunteers							
Logo on volunteer shirts ~ 250							

Benefit	Presenting	Premier	Platinum	Gold	Silver	Bronze	Signature
Complimentary rider registrations*	unlimited	100	50	30	15	5	3
Promoted through Strava							
VIP parking on Sat.							
VIP rider check-in							
Training Rides Sponsored by (company name)							
Recognition in HCC Newsletter (digital)							
Opportunity to host lunch 'n learn							
Logo included on Advertising							
Opportunity to staff and decorate a rest stop							
Changing What's Possible in Cancer Care							

Disclaimer: These sponsorship benefits are subject to change if this year's in-person event ends up being canceled due to COVID-19. Our riders and volunteers' safety and well-being are our top priority. Our modified, live event is planned in conjunction with COVID-19 safety protocols, and will be ever evolving. Our planning decisions are being guided by MUSC medical experts and public health guidelines, and we will keep participants and sponsors readily informed.

*Riders are still required to fundraise.

**Partnership must be confirmed by September 1, 2022



**On behalf of our
mothers, fathers,
brothers, sisters,
children, friends,
coworkers and
neighbors who
have been touched
by cancer.**

Let's join together to change what's
possible in cancer care and be part
of the cure.

About Hollings

MUSC Hollings Cancer Center

At Hollings, specialists across more than 20 academic departments join forces to study and treat cancer from diverse perspectives. Our four research programs include cancer biology, cancer control, cancer immunology, and developmental cancer therapeutics to create new and better methods for preventing and treating this complex disease.

With an annual research funding portfolio of more than \$44 million and more than 200 clinical trials, Hollings focuses on getting this research to where it matters most: in clinics for the benefit of cancer patients. We are dedicated to developing epidemiologic, environmental, and behavioral research to reduce the cancer burden and disparities in South Carolina, with a focus on underserved and rural areas.

Hollings offers clinical expertise and advanced technology that's only available at the nation's best hospitals, including offering the first CAR-T therapy in the state in 2019 and providing multidisciplinary scientific tumor boards to review cancer cases. As part of an elite network of 71 NCI-designated cancer centers across the nation since 2009, Hollings has teams of health professionals from basic researchers to clinicians who collaborate to accelerate scientific discoveries and offer cancer patients more and better treatment options.

As part of our 100% to cancer research model, LOWVELO supports fellows who are conducting cancer research as part of their postgraduate and postdoctoral educations. Their research aims to impact translational work to advance new treatments for our patients. Together, we can change what's possible.



Hollings Cancer Center
An NCI-Designated Cancer Center

Want to know more?

Check out the exciting advances happening at Hollings by visiting our news center:

hollingscancercenter.musc.edu/news

By the Numbers

LOWVELO 2019

Riders**619****Raised for Cancer Research****\$686,000****Males****332****Females****287****From Outside of Tri-county****21%****Donors****5,554****Average Donation Amount****\$111**

LOWVELO 2020

Because of COVID-19, we made LOWVELO20 a virtual event to maintain our momentum and keep participants safe.

Riders**606****Raised for Cancer Research****\$114,721****Males****248****Females****358****MUSC****298****From Outside of Tri-county****18%****Donors****677****Average Donation Amount****\$189**

LOWVELO 2021

Riders**821****Raised for Cancer Research****\$551,000****Males****418****Females****408****From Outside of Tri-county****24%****Returning Riders****41%****Average raised****\$619**



2022 Partnership Playbook

For more information regarding partnership opportunities, please contact Rachel Haynie at 843-494-4584 or haynier@muscc.edu.

[@LOWVELO](#) [#LOWVELO](#) [#LOWVELO22](#)



Proposal



Truluck Construction, Inc.



Site Development – Asphalt Paving – Dock & Marine
P.O. Box 32219 / Charleston, S.C. 29417-2219 Fax: 843-766-5574
1012A St. Andrews Blvd / Charleston, S.C. 29407 / 843-766-5571

PROPOSAL SUBMITTED TO City of Isle of Palms – Douglas Kerr		PHONE 843-886-9912	DATE 3-30-22
STREET PO Drawer 508		JOB NAME 1008 Ocean Blvd.	
CITY, STATE AND ZIP CODE IOP, SC 29451		JOB LOCATION 1008 Ocean Blvd., IOP	
ENGINEER Stantec	DATE OF PLANS 3-10-22	dkerr@iop.net	JOB PHONE 843-886-9912

We hereby submit specifications and estimates for:

Price for mobilization, traffic control (daytime), and demo per Stantec plans dated 3-10-22 (Project # 171002476) and install new concrete curb/pavement, full-depth asphalt, and thermo striping

1 LUMP SUM TOTAL: \$22,431.00

We Propose

hereby to furnish material and labor - complete in accordance with above specifications, for the sum of:
dollars (\$22,431.00).

This estimated offer in proposal form is based on executing an AIA contract and is limited to the Scope of Work listed above. This Proposal shall be an integral part of any contract, purchase order, or work order accepted by the undersigned.

Authorization by Owner or Contractor to begin work on this project prior to their executing this contract constitutes an acceptance of the terms of this contract and/or explicit agreement to execute an Unmodified AIA contract for this work in lieu of executing this Proposal.

Authorized
Signature

Note: This proposal is subject to change after 30 days from the date shown above.

Acceptance of Proposal

- The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment terms are Net 30.

Signature _____

Signature _____

Date of Acceptance : _____



PO Box 99
Ridgeville, SC 29472
hoyt@divadenterprisesllc.com
dawn@divadenterprisesllc.com
kerine@divadenterprisesllc.com

February 25, 2022

ATTN: Robert Asero, Assistant Director; IOP Department of Public Works

Billing Info.

IOP Department of Public Works

1303 Palm Blvd.

Isle of Palms, SC 29451

ATTN: Robert Asero

RAsero@iop.net

Re: 46th & Palm Blvd. 1.5" Mill & Overlay Edge

Mill 1.5" of Edge of Asphalt, approximately 111SY, and Overlay 2" Surface Type Asphalt. Labor, equipment materials and traffic control.

TOTAL = \$12,000.00

Thank you for the opportunity to submit this proposal. If you have any questions, please contact either Hoyt Mullins at 843-860-6007 (hoyt@divadenterprisesllc.com), Dawn Eadie at 843-297-2301 (dawn@divadenterprisesllc.com), or Kerine Borrillo at 843-200-2687 Kerine@divadenterprisesllc.com .

Sincerely,

Kerine Borrillo

Assistant General Manager

INTEREST ON LATE PAYMENTS. Late payments shall draw interest at the rate of 1.5% per month from the due date. Accrued interest is immediately due and payable and interest shall accrue on unpaid at the rate of 1.5% per month until paid in full. Interest will accrue on any judgment obtained by Eadie's Diva D Enterprises, LLC for payment and interest due at the rate of 18% per annum. Any payments received shall be applied first to the reduction of interest then to principal.

ATTORNEY FEE AND COSTS. Purchaser will pay all costs and expenses incurred by Eadie's Diva D Enterprises, LLC in collecting any unpaid past due amounts from Purchaser hereunder, to include but not limited to court costs, all other expenses, incurred by Eadie's Diva D Enterprises, LLC in litigation, a reasonable attorney fee, and in the event of litigation, to be handled in Dorchester County. The aggregate amount of all fees and expenses for which Eadie's Diva D Enterprises, LLC is entitled to reimbursement shall be added to, and become a part of any judgment entered against Purchaser and in favor of Eadie's Diva D Enterprises, LLC.

Signature

Date



Estimate

Estimate# EST-4216

Bill To

Thomas & Hutton Engineering - Mt. Pleasant SC

682 Johnnie Dodds Blvd., Suite 100

Mt. Pleasant 29464, SC

USA

Estimate Date : March 24, 2022

Expiry Date : June 30, 2022

Reference# : Hillary Aton

Sales person : Charlie Sullivan

Ship To

Royall Avenue Drainage

Improvements

Mount Pleasant SC

Subject :

36 and 24-inch WAPRO WaStop Budgetary Pricing for SCDOT / Isle of Palms 25th Avenue Flood Protection

Accepted By

Accepted Date

#	Model	Qty	Rate	Tax %	Amount
1	WS885-S3-316 WaStop NPS 36" S Ser. Std SS316 - INCLUDES STANDARD MOUNTING BRACKETS - REFER TO ATTACHED DRAWING	2	26,410.00	9.00	52,820.00
2	WS590-S3-316 WaStop NPS 24" S Ser. Std SS316 - INCLUDES STANDARD MOUNTING BRACKETS - REFER TO ATTACHED DRAWING	1	14,780.00	9.00	14,780.00
3	Freight cost STANDARD GROUND FREIGHT	1	500.00	-	500.00

Items in Total 4

Sub Total 68,100.00

SC STATE TAX (6%) 4,056.00

SC COUNTY TAX (0%) 0.00

SC CITY TAX (1%) 676.00

SC SPECIAL TAX (1%) 676.00

SC SPECIAL TAX (1%) 676.00

Total \$74,184.00

Notes

Thanks for your enquiry. Looking forward to working with you.

Send check payment to
Wapro Inc
Suite 1950
150 N. Michigan Ave.
Chicago, IL 60601

Wire Payment Information
JP Morgan Chase Bank
Routing Number: 071000013
Account Number: 974331928

Terms & Conditions

Estimated shipping cost can be provided, actual shipping will be prepaid and added to your invoice.

Shipping from Doral, FL 33172, please allow 7 to 10 days for delivery.

Please include applicable sales tax or provide your tax exempt certificate number with your purchase order.